

AMERICAN NURSEYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

AUGUST 1, 1955

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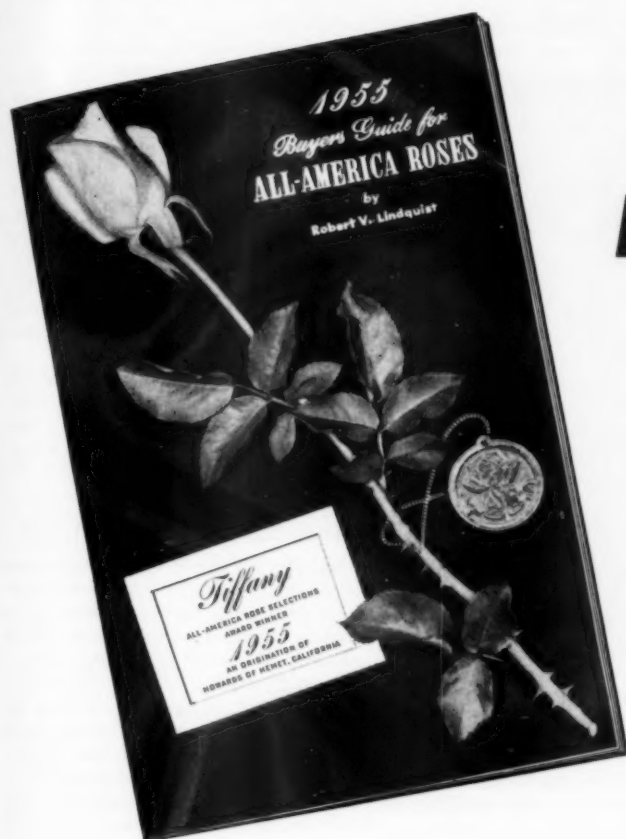
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Forms for the August 15 issue will close Friday, July 29.

Forms for the September 1 issue will close Friday, August 12.

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AMERICAN NURSERYMAN

F. R. KILNER
Editor and Publisher

Editorial

THE CANADIANS' FIRST

The 80th annual convention of the American Association of Nurserymen, held at Toronto, Canada, was the first annual meeting in the history of the association held outside the limits of the United States. That the convention attracted over 1,000 persons and proceeded smoothly throughout is a tribute to the members of the Canadian convention committees.

It was feared that the Canadian nurserymen would not be able to stage such a large convention, for with only approximately 100 members in the Canadian Nurserymen's Association and but 13 belonging to the A. A. N., the work would fall on only a few, inexperienced in such a large undertaking. But the Canadian members, showing great enthusiasm, accepted the job as a challenge and staged, in the words of the executive secretary, "one of the smoothest-running conventions with which he has ever been associated."

As the convention progressed, a better understanding and greater friendliness took hold, and the nurserymen from south of the border gained a new estimate of their northern neighbors. American flags draped next to Canadian flags around the meeting and banquet halls and toasts made to the Queen and President at each meal added to the feeling of brotherhood.

It was only fitting that the Canadian members were rewarded with a chapter in the association, for they staged a convention of which all could be proud.

EMPHASIS ON SELLING

The American Association of Nurserymen's program committee is to be commended for its wisdom in choosing the subjects to be discussed at the round tables at the Toronto convention. While in other years growing and propagation were prominent topics of discussion, this year the emphasis was on selling and promotion. It is fortunate that the industry has leaders who recognize the problems faced by nurserymen, for if the trade is to continue to receive its share of the consumer's

The Mirror of the Trade

dollar, it is essential that nurserymen pool their ideas and become fully acquainted with the latest methods on how to sell and promote their products.

Other industries have encountered trouble because scientific progress has helped to increase production rapidly but the sales force is inadequate to handle this larger volume. An industry can easily become complacent when demand is high and its sales force becomes merely a group of order takers. It is up to industry leaders to guide and assist nurserymen generally in becoming better salesmen, businessmen and promoters. A step was taken in the right direction when the emphasis was placed on selling at the A. A. N. convention.

In this issue are contained reports of the eight round-table discussions. Their reading by nurserymen should stimulate thinking about ideas which can be put to work in one's own business.

QUALITY OF MEMBERS

When membership in a trade association is advertised to the public by business firms as a sign of reliability of service and quality of product, it behooves the organization not to risk having any members whose business methods or ethics will reflect adversely upon any other members or, in fact, discredit the association or industry as a whole. Whether one is aware of it or not, a firm's reputation in the eyes of the public may be partly dependent on the conduct of its competitors. One unethical action can give a bad name to businesses engaged in a certain field.

A recent survey made for the Nursery Association Secretaries of formal requirements for membership in regional, state and local nurserymen's associations revealed that requirements range from just paying dues and being on the state nursery inspection list to having been engaged in the nursery business with good reputation for several years and supplying the references which are checked by the association. When the bylaws of only 54 per cent of these associations require a member to have a good business reputation and only 35 per cent ask for trade references, it supports the surmise of the secretaries' group that perhaps it ought to draw up a set of recommended minimum requirements for

membership in any regional, state or local nurserymen's association, in order to help maintain the high ethical and professional standards of these organizations and benefit the entire industry.

It may not always be the association's bylaws which are lax. It may be that some members do not use good judgment in recommending applicants. In the endeavor to increase membership and revenue, the prospect's possibilities for upgrading the profession are worth consideration.

A chain is only as strong as its weakest link. The strength of any organization lies as much in the quality as in the quantity of its members.

DESCRIPTIVE BOOK LISTS

Readers of this magazine may have received with their annual subscription expiration notice a copy of a folder containing brief descriptions of over 100 books on plants, gardening and similar topics. These are books which on account of their recent publication, their reputation as standard authorities or their popularity may truly be designated as books that the trade buys, for they are those found in most demand among the subscribers of this magazine by its book department.

Most of the books on the list are just as informative for reference or valuable for guidance to amateur gardeners. So requests are occasionally received from subscribers that we supply a quantity of the circulars to be used in replying to customers' inquiries as to sources of information. Some garden store proprietors offer these circulars when they do not carry the books in which customers are interested. It has been found that customers are appreciative of this service and hold the owner in higher esteem.

Whether the ultimate recipients of these circulars obtain their wants through their local book stores or whether they order through the book department of this magazine is a matter of little consequence. The more information it is possible to convey to the public with regard to plants and gardening, the better it will be for all of those concerned commercially. Hence we are pleased to supply copies of these book circulars gratis to our subscribers upon request. A letter stating the quantity desired is all that is necessary.

Canadians Welcome A. A. N. to Toronto

1,004 Register for 80th Annual Convention

Sales and promotion took the spotlight at the 80th annual convention of the American Association of Nurserymen held at the Royal York hotel, Toronto, Ont., July 10 to 14. In a series of eight round-table discussions the nurserymen exchanged ideas on how better to promote their product. This convention, being the first ever held outside the United States, attracted 1,004 registrants.

The meeting found the association in excellent financial shape, with renewed efforts being made to promote the industry. The need to adopt a set of fair trade practice rules for the industry, which held prominent attention at previous year's meetings, was re-emphasized by the committee's report. Advances in personnel training in the industry also drew much notice. As usual, entertainment was plentiful, with special programs for juniors and ladies.

A highlight of the convention was the presentation of various awards, with Dr. Richard P. White, new executive vice-president of the A. A. N., receiving the George Robert White medal of honor of the Massachusetts Horticultural Society; H. Harold Hume, dean emeritus of the college of agriculture, University of Florida, Gainesville, being honored with the Norman Jay Colman award; Howard Taylor, Rosedale Nurseries, Eastview, N. Y., being presented with the Baby Ramblers award, and North American Cyanamid, Ltd., Montreal, receiving a "Plant America" award.

Details of these and other activi-



J. B. Baker, Jr., retiring president, is welcomed to Canada and presented with the convention gavel by J. V. Stensson, president of the Canadian Association of Nurserymen.

ties at the convention are reported fully on other pages of this issue.

Election of Officers

Vernon Marshall, Arlington, Neb., was elected president of the A. A. N. for the 1955-56 term, after serving in the office of vice-president. Clyde Stocking, San Jose, Calif., was elected vice-president and, in addition, will serve as director from region VI, to which position he was re-elected.

New to the board of directors will be Vincent K. Bailey, St. Paul, Minn., for region IV. John Fraser III, Huntsville, Ala., was re-elected director from region II. Continuing on the board for another year will be Valleau C. Curtis, Callicoon, N. Y., region I; Robert Hobbs, Bridgeport, Ind., region III, and C. J. Louden, Tyler, Tex., region V.

C. W. M. Hess, Mountain View, N. J., was re-elected a trustee of the association, to serve a 3-year term.

The first session was called to order Monday morning, July 11, by President J. B. Baker, Jr., Fort Worth, Tex. Delivering his presidential address, he described 1954-55 as another year of progress, accomplishment and financial stability. Membership has reached an all-time high of 1,543.

The A. A. N. has been urging the bureau of internal revenue to provide for depletion allowances for nurserymen harvesting crops of balled and burlapped plants because each time a crop of such stock is removed from the field, a considerable percentage of the topsoil is lost for further production. The soil is a capital investment, and it takes considerable time to rebuild the soil to its original state of productivity. After two years of consideration, the decision was reached that, since it



Vernon Marshall



Clyde H. Stocking

was possible to rebuild the productivity of the remaining soil, no depletion allowances could be granted.

"A bombshell was literally thrown into the laps of all nurserymen," said Mr. Baker, "when the Stokes tax case decision in the lower courts was reversed by the tax court of the United States. The final decision in substance stated that the cost of plant material or liners purchased for transplanting in the fields for 'growing on' to finished salable sizes could not be deducted as a business expense in the year of purchase, but only when the plants were later sold. At that time, deduction could be taken on tax returns for the original cost of the plants sold.

"This procedure, if followed literally, would entail a most burdensome record-keeping requirement that could not be met by a majority of nurserymen. The A. A. N., in conference with the bureau, has submitted suggested wording for the regulations under the new tax code, which would relieve nurserymen from this impossible situation. Up to this time, the new regulations applying to this situation have not been released."

The A. A. N. has again resumed cooperative research with the American Pomological Society in determining current trends in production of and future demand for apple and peach stocks. Their nation-wide sampling of commercial orchardists will be continued at least through 1956.

Our annual industry trends have

been continued, providing data on catalog printed prices, and this information has been disseminated to the trade via our news-letters and the trade press.

The A. A. N. had been supporting legislation designed to continue the flexibility and economy of movement by truck through the use of the trip-lease. Opposition to increased third-class bulk and parcel-post rates is being continued.

Charter to Canada

Upon approval of the board of governors the Canadian A. A. N. members were officially designated chapter 39 with a nonvoting delegate, and President Baker presented the charter to J. V. Stensson, president of the Canadian Association of Nurserymen.

A gavel made from the sugar maple, a native of and the national tree of Canada, decorated with maple leaves of Canadian silver, was presented to the A. A. N. from the Canadian group by Mr. Stensson. A gavel of birchwood from a tree in the International Peace Garden, located on adjoining acreage in North Dakota and Manitoba, was presented to the Canadian association from the A. A. N. by Mr. Baker, with a duplicate for the A. A. N. collection.

Group Insurance Report

Curtis H. Porterfield, A. A. N. administrative assistant, reported on the association's group insurance program, prefacing his report with some interesting remarks that the

first life insurance policy written in the United States was written before the American Revolution and was written by the Presbyterian clergy to protect destitute clergymen. The first group insurance for employees in this country was not written until 1911, but so successful did the idea become that group insurance has become really big business. There are now in the United States 80,000,000 employees covered by group insurance; these people are insured for \$100,000,000,000 worth of insurance.

Now in the midst of its third year of operation, the A. A. N.-sponsored group insurance plan has 185 participating firms and 1,267 lives covered. It offers a package plan of hospitalization, surgery, polio and life insurance. Since the beginning of the plan, 218 claims have been paid to nurserymen or their families, with a total in cash paid of \$86,731.97. The insuring company paid the first dividend to the A. A. N. last January.

Promotion Program Report

The treasurer, Vernon Marshall, Arlington, Neb., reported the association in excellent financial condition, having lived well within its income. Disbursements of \$118,352.75 had been made from the 1954-55 income of \$135,183.70. Of the \$16,830.95 balance on the year's operation, \$6,035.10 has been transferred to the general reserve, there having been a larger balance than estimated, and the rest kept in the general fund. Mr. Marshall offered for the board's approval a proposed budget of \$104,904.28, an increase of \$7,890.50 over the preceding fiscal year's budget.

Reporting for the market development and publicity committee, were Richard Wyman, Jr., Framingham, Mass., and Howard P. Quadland, New York city. Newspapers and magazines over the country have made so much use of the releases from the A. A. N. public relations office, said Mr. Wyman, that it will no longer be possible to post all the clippings at the convention. Probably only those clippings gathered from papers in the region where the convention is held will be used hereafter.

The industrial landscape competition will be continued, as well as the regional releases to newspapers and magazines and the monthly merchandising bulletins to A. A. N. members. He told of cooperation with All-America Rose Selections and Roses, Inc., to make the rose the national flower. On the bulletin



J. B. Baker, Jr., Congratulates H. Harold Hume, Winner of Norman J. Colman Award.

RICHARD P. WHITE HONORED

The illustration at the right shows Dr. Richard P. White, executive secretary of the American Association of Nurserymen, receiving the George Robert White medal of honor of the Massachusetts Horticultural Society from Seth Kelsey, East Boxford, Mass., at the annual banquet of the association during the convention at Toronto, Ont. Considered the nation's top horticultural award, the medal is given annually to the person "who has done the most in recent years to advance horticulture in its broadest sense."

Dr. White was cited for outstanding service to the nursery industry and to the public, and for actively advancing the "Plant America" program, through which home, industrial and community landscaping and planting has been more generally recognized as a vital factor in the improvement of our life, locally and nationally.



board at convention headquarters was a copy of the United States Senate and House resolutions, to which many A. A. N. members were affixing their signatures in support of the measure.

Motion-Picture Project

The motion picture on home landscaping started last year is still in the making. While the film is complete, there is still work to be done on the script, and it is hoped that will be complete by next September. A tentative title is "Landscape for Living." Ten copies of the film will be made in color and ten in black and white, and these will be available to A. A. N. members and to state associations at a determined charge.

Mr. Wyman said that the committee proposed to carry on basically the same program for 1955-56 and also issue a pamphlet on high-way landscaping in hopes of obtaining for nurserymen their share of the new multimillion dollar high-way program. If the nursery industry can derive 2 per cent from this program, it will be a good boost to the industry.

Having stressed foundation plantings the past year in its publicity program directed to the general home gardener, in the ensuing year the committee plans to stress outdoor living, in the belief that, if it gets the homeowner into the out of doors, then he will realize the need of plants and landscaping for privacy. The program will also emphasize re-landscaping of older homes—yards which have not been redone for 10 or more years.

Though some nurserymen now

feel they can do all the business they want in a 6-month season, that may not be true in the future. The committee feels that the trade should be made conscious of the possibilities of year-round planting, except, of course, in some areas where this is not feasible. Most nurserymen can plant during a much longer season than they are now doing.

There has been an increase in nursery income, but it must be remembered that there has also been considerable gain in the nation's income, so that the nurseryman still needs to strive to obtain his share of the consumer's dollar.

Mr. Wyman requested a budget of \$41,000 to carry out the market development and publicity program for the next fiscal year, and along with this will be available \$1,297.57 realized from sales of materials last year.

"We have been living through the greatest period of nursery sales expansion in the 80-year history of the A. A. N.," said Mr. Quadland in his part of the report of the work of the market development and publicity program. "This is the seventh year we have stood up and said that we have even bigger years ahead, providing we are willing to work and promote and keep up business-wise."

Publicity Spread

He told of how millions of people read and see the publicity material channeled through newspapers, magazines, house organs, radio and television to make the values of landscaping more fully realized. No matter who or where a person is, the

A. A. N. wants him to experience good planting. It wants him to have good nursery stock around him at home, at work, at play, at school, at church and even when he takes a vacation, goes to a restaurant or a motel or visits the doctor's office. Industry has learned that good landscaping is good business.

The publicity office is trying to promote interest in nursery products everywhere it can, in every field where there is any possibility of interest. Combined with these promotions, it is trying to give A. A. N. members the soundest merchandising advice available in the form of merchandising bulletins.

In closing, Mr. Quadland had this advice for the individual nurseryman: "Set your sights higher for the greater sales volume to come in the future; set your prices high enough to provide a sound return on your investment and enterprise; view your operations for the greatest efficiency and economy possible, and promote your business locally or nationally to achieve your sales goals. One of the most difficult jobs of all businesses today is to keep the monetary returns sufficiently ahead of the operating cost; a profit is one of the indispensables of a continuously successful business."

The "Plant America" award of the A. A. N. for achievement in industrial landscaping and beautification contributing to employee and civic pride in the American heritage was then presented. Winner in competition with many industrial firms in both the United States and Canada was North American Cyanamid, Ltd., Montreal, Que., whose manager, D. E. Campbell, received the



Vincent K. Bailey

award from A. A. N. President Baker. A duplicate award was sent to the Montreal Landscape Co., Montreal, who executed the plan.

Bylaws Change

John Siebenthaler, Dayton, O., director at large, presented a proposed amendment for a change in the bylaws, which was adopted at the closing session Thursday. The change is in article 5, section 1, and adds to the list of officers of the association an executive vice-president. Like the secretary and treasurer, he would be chosen by the board of directors and hold office subject to its approval.

The session was entertainingly and educationally brought to a close by the showing of an animated Technicolor Walt Disney cartoon production. Entitled, "It's Everybody's Business," the film was produced for the Chamber of Commerce of the United States in cooperation with E. I. du Pont de Nemours & Co. In lively and humorous animation, it traced the growth of our nation from the time of its founding to the present, dramatically illustrating the foundations upon which our country was founded, such as freedom of worship, the right to go into business, the right to hold the job of one's choice, the right to bargain with one's employer. It emphasized the dangers to our personal, political and economic freedoms and pointed out the importance of protecting these freedoms. It helped to correct widespread misinformation about business by explaining how business works in the public interest, how advertising benefits all people and how government should function in a free economy for the best interests of all.

The second business session of the

convention was called to order by President Baker Wednesday morning, July 13. A series of reports was presented, headed by those of the fair trade practice committee and the personnel training committee, summarized elsewhere in this issue.

Research Report

In the absence of Dr. W. E. Snyder, Cornell University, Ithaca, N. Y., Dr. White delivered the research report. He related that at the request of the A. A. N., a survey of research pertaining to the nursery industry was initiated in February, 1955, by Dr. Snyder. A letter explaining the nature and purpose of this survey, as well as a short questionnaire, was sent by President Baker to 240 colleges and universities, experiment stations, arboreta, botanical gardens, private research foundations and the department of agriculture of the various states in the United States and the provinces of the Dominion of Canada. The primary objective of the survey of research was to find out the type, nature and location of research projects being conducted which are of interest to the various phases of the nursery industry.

It was originally anticipated that the survey would be completed by June 1 and a final report would be available for the Toronto meeting, but the final reports will not be ready until the fall of 1955, he said.

Of the 240 research institutes selected, 144 have been found to be engaged in research of interest to the nursery industry. When the survey is completed, the various research projects will be typed on cards for an IBM machine so that in a few minutes information can be produced, telling where research is being carried on pertaining to a particular subject. The survey should help to eliminate any unnecessary duplication of records.

Outlook Report

In his outlook report from the Washington office, Executive Secretary Richard P. White touched on three subjects, labor relations, government competition and quarantines. He praised the A. A. N. group insurance plan, saying it is a service which constitutes an added incentive to nursery employees. The rules and regulations of the old-age and survivors' insurance act have been simplified by Congress with active support from the A. A. N., so that now practically all regularly employed agricultural workers are covered and receive the same benefits as industrial workers.

Referring to the report of the personnel training committee, he stated that the nursery industry should be able to look forward to improved professional personnel.

Government Competition

Dr. White turned to government competition, stating that one of the most difficult problems that the nursery industry has faced for years is having to compete in some respects with our own government, both federal and state. This competition is in the production and distribution of tree seedlings and shrubs for planting on privately owned lands for reforestation, soil erosion control, wildlife cover, shelterbelt planting, etc.

The present administration, he said, has made this matter one of its major efforts. Real progress has been made in some agencies, particularly the Defense Department. The movement to get the government out of trade and business is not easy to accomplish, for certain groups have applied pressure to prevent it, he said.

The House, he related, has inserted an amendment in the Defense Department appropriation bill requiring this agency to "justify" before an appropriate congressional committee the abandonment of any trade or business in which it was currently engaged. In the Senate the amendment itself was amended, calling upon the Secretary of Defense to "certify and report" activities in which the department has been engaged for a period of 25 years or more that are planned for discontinuance, to the appropriate congressional committees. The matter, said Dr. White, is in conference between the two branches of Congress and it is hoped that the Senate version, as the lesser of two evils, will prevail.

[Continued on page 41]



John Fraser III

Need for Trade Practice Rules Cited in Report

The frequency of fouls would seem to bear witness to the urgency of federal trade commission rules for the nursery industry of the United States, said Clark Kidd, Arp Nursery Co., Tyler, Tex., chairman of the fair practice committee in his report to the members at the general business session Wednesday morning, July 13. He referred to the three public hearings, previously reported in the trade press, which have led to the current situation of review by the commissioners. Last word from the federal trade commission attorney, Wilbur W. Sacra, was a telegram dated July 7, which stated, "Next step is release by the commission of proposed rules for public hearing. Difficulty encountered in formulating appropriate rules designed to prevent misnaming of species or kind of nursery products and misuse of the term 'nursery'. Possible that proposed rules can be released in September and hearings thereon scheduled for the same day in October."

Committee Suggestions

Mr. Kidd reviewed some suggestions made by the trade practice committee, which were as follows:

- (1) Investigation by better business bureau into possible misuse of the word "association" in firm name of a mail-order corporation presumably not an association.
- (2) That the bureau watch for advertising expected to follow a mail-order firm's search for stock of the "lowest grade available."

(3) That Michigan's leading nurseries remind Detroit's Sunday Times that its published "Honor Roll of Advertisers" listed convicted frauds.

The committee also noted the 19-cent rose-peddling trucks operating on a fleet plan; the "pruned for planting" or "green thumb" treatment that left no standard for a consumer to verify the grade of material purchased; an apparently successful rose premium offer with these suspected faults: (a) misleading description; (b) inflated claim of retail value; (c) erroneous illustration of product; (d) wholesale brochures falsely illustrating merchandise.

The committee has requested the better business bureau and federal trade commission investigation of possible misuse of the word "Club" in firm name assumed by individual or individuals presumably not a club.

The committee noted, said Mr. Kidd, state legislation moving to regulate nursery trade practices. Examples of these, he stated are (a) Louisiana's licensing of retailers qualifying by written examination;



Clark Kidd

(b) Indiana's bonding and county-licensing of out-of-state nursery truck peddlers; (c) Colorado's bonding of out-of-state nursery shippers required to label as to variety and grade.

Perhaps, said Mr. Kidd, an Ohio magazine has hit the nail. It said, "Cleveland nurserymen know how to combat thrips and red spiders. To date, however, they have not solved the problem of how to protect their industry's reputation from the scourge of near-fraudulent business practices."

Personnel Training Report

Reporting for the committee on personnel training was Lewis S. Bookwalter, Berryhill Nursery Co., Springfield, O., chairman. This committee has been studying methods of training personnel for the nursery industry, its work during the past year being centered around three objectives.

First was the decision on the colleges and universities which now have, or are capable of offering in the immediate future, an adequate 2-year training program of a practical technical nature. The eight recommended schools are Long Island Agricultural and Technical Institute, Farmingdale, L. I., N. Y.; University of Connecticut, Storrs; Michigan State University, East Lansing; Southwestern Louisiana Institute, Lafayette; Oregon State College, Corvallis; California State Polytechnic College, San Luis Obispo; California State Polytechnic College, San Dimas, and John Tarleton College, special 2-year campus of Texas Agricultural and Mechanical College, Stillwater.

The committee has worked with these schools to encourage the largest possible amount of practical experience to be given to each student either in adequate school-run nurseries or in on-the-job training. The committee has also consulted with them about the curriculum to be offered and has offered suggestions regarding it.

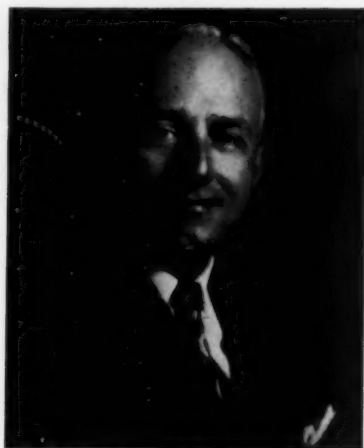
Bulletins Prepared

The committee has prepared two bulletins for distribution to the A. A. N. membership and to the schools, which will be sent as soon as they return from the printer. In the first bulletin, which is the final written report of the personnel training committee, the problem is outlined as the committee sees it, the challenge to the industry, a brief report on each of the eight colleges or universities, and the responsibilities and opportunities of the industry in reference to trained nursery supervisory personnel.

The second bulletin is directed to
[Concluded on page 45]



Lewis Bookwalter



Valleau C. Curtis



Peter Cascio



Richard M. Wyman, Jr.

Selling Stressed at Round Tables

One of the most popular events of the Toronto convention was the group of round-table discussions held Tuesday morning, July 12. This year the emphasis centered on the business end of the nursery operations—the creating of a demand for the nurserymen's product, the selling of it and getting paid for the transaction.

Each round-table discussion was held in a separate room and was presided over by a moderator, who presented an outline of the subjects to be covered under the main topic and after opening the discussion called upon members in the audience to contribute ideas and relate their experiences on the various subjects. Most of the nurserymen attended the meeting where their greatest interests lay.

Tuesday afternoon, in a general session, the nurserymen heard the summary of the expressions at each of the round tables from a recorder-reporter assigned to each meeting. Dan Gardiner, Boone Gardiner Nurseries, Louisville, Ky., presided over the afternoon meeting, calling for discussion after each of the reports.

Garden Center Merchandising

Most popular among the 2-hour sessions was that on "Garden Center Merchandising," moderated by Don Fakler, the Siebenthaler Co., Dayton, O., and reported by Dave S. Stump, Armstrong Nurseries, Ontario, Calif.

Under the subject of store and

salesyard layout, location was deemed to be most important. The garden center depends on traffic and therefore should be readily accessible and be situated on a well-traveled highway. Of course, it was pointed out, the salesyard can be located on a highway where the traffic is too heavy, which would be a deterrent for stopping, unless easy access exists. It was brought out in the discussion that impulse, or drop-in buying is negligible. One nurseryman in the audience related that 85 per cent of the business comes from within a radius of 50 miles.

Physical Layout

The next subject was the physical layout of the store and lath house. It is necessary for the garden center to have an attractive front. A lath house is necessary mainly for the protection of plants, although it was agreed that most plants look better if they are kept under lath and that the lath house creates a better impression on the customer. The lath house should not be built so low that customers feel like ducking when entering.

One nurseryman related that he was considering planting specimen trees to use as shade, instead of lath, while another related that he had tried this and discarded it in favor of lath houses because he believed that people think that the stock is better cared for if under lath. It was brought out in the discussion that snow fence can be used in the construction of a lath house and is especially good in areas where it is

necessary to take the lath down in the winter.

On the subject of the store in relation to the lath house, it was believed that the entrance to the store should be made attractive and plant material should be taken into the store to sell. It was concluded that covered aisles in lath houses are essential in many areas where rain might slow down sales.

Parking is highly important and it is necessary for the parking area to be accessible from the street or the highway. The area should be arranged in conjunction with the store so that purchases can be taken readily to a car.

Advertising

On the matter of advertising, it was deemed that local newspapers are best outside of metropolitan areas, while metropolitan newspapers are best used in large cities. In local newspapers Thursday and Friday are the best days to advertise, while in the metropolitan newspapers Sunday is best, because of the garden page.

In discussing what part of the sales dollar should be spent for advertising, one nurseryman stated that 5 per cent should be allocated, while another said approximately 5 to 6 per cent, with 8 per cent the first season. Another nurseryman reported a low figure of 1½ per cent.

One nurseryman related that multiple use of classified advertisements outsold display advertisements, and another said that the use of radio twice a week proved quite successful.

Guarantee

When the discussion was switched to the subject of guarantees, there was a great difference of opinion. Some thought that no guarantee should be given. Others thought that replacements should be made only within a limited period. It is important, it was emphasized, to give the customer planting instructions.

In a discussion of other aspects of the garden center, some nurserymen said that they carried allied material as a convenience to their customers, while others stated that they were doing 50 to 60 per cent of their total sales in the related items.

One nurseryman whose garden center is located in an area containing many young families related that he had built a play yard for children adjoining the garden center with good results. Mr. Gardiner was forced to cut off the discussion on the question of whether a garden center should be open on Sunday, as he received a variety of opinions from the audience.

Highway Planting

"Functional Uses of Plants in the Complete Highway" was the subject moderated by Valteau Curtis, Curtis Nurseries, Inc., Callicoon, N. Y., and reported by Harold Bohling, Bohling's Nursery, Munster, Ind. The big federal highway program has put highway plantings into the spotlight, said Mr. Curtis. Noise abatement is the primary function of highway plantings. Plantings also provide safety factors. They reduce headlight glare, denote road boundaries and have a marked effect on the speed of an automobile if it leaves the road. Mr. Curtis passed out pictures show-

ing various test plantings made by C. R. Burr & Co., Manchester, Conn., using *Rosa multiflora* and honeysuckle.

Other Safety Features

Other safety features of highway plantings are that the plants provide a background for directional signs and help to regulate traffic. They also serve as a living snow fence and to control dust and soil erosion. It was pointed out by Mr. Curtis that good roadside planting should have a beneficial effect on retail nurserymen's sales, for it will give the public a better appreciation of the beauty which nursery stock can produce.

The round-table group on highway plantings presented several suggestions. One was that the A. A. N. should have a national committee to work on the problem of roadside development, with regional committees to cooperate with local agencies. Highway planting programs should not be sold on the basis of their value to the nursery industry, it was suggested, but on the basis of the service the nursery industry is rendering to the nation in increasing highway safety by proper landscape development. It was agreed that a brochure or film should be prepared to show the advantages of proper highway plantings and be made available to all interested groups.

Selling Industrial Landscaping

A small but interested group attended the round-table discussion on "Selling Industrial Landscaping," moderated by Peter Cascio, Peter Cascio Nursery, West Hartford, Conn. This session was reported by Jack Siebenthaler, Siebenthaler Co., Dayton, O. Mr. Cascio related that this is a fairly new phase of landscaping and was given a big boost when a booklet was published entitled, "Industry Need Not Be Ugly." The A. A. N. industrial landscape awards have provided a big incentive to the program.

Selling the Job

It is important to contact the head of an industrial organization to sell him on the idea of landscaping his plant. Then subordinates can be dealt with if it is necessary. It is important to put forth an aggressive effort to obtain jobs which are let on a bid.

There are a number of schemes which may be used in selling industrial landscaping, such as before-and-after pictures, brochures of completed jobs, testimonials from

industry heads, prospective sketches and pictures of plant materials. The nurseryman should not only try to sell landscaping for the plant, but also for the elements of the recreational areas. These, it can be pointed out, increase morale and efficiency in the plant.

The package maintenance plan should be presented, including the requirements, on an estimate form. If you are able to maintain the planting, it will remain in good shape, the company will be pleased and the job will be a good advertisement for the nurseryman.

The A. A. N. industrial awards should be capitalized on, and pictures of the prize-winning jobs should be used in newspapers and window displays.

Present a Good Plan

Emphasis was placed upon presenting a well-prepared plan, for so the head of the company will think he is getting a professional job and it will help to build up the order. It was pointed out that one good industrial planting job can be an entry into the field, for the work will speak for one and be more effective than several salesmen.

It was recommended that whenever possible, the landscape architect work with the industrial developer in formulating specifications and plans.

Industrial recreation parks for the enjoyment of the public are a great potential, it was pointed out, and the advertising merits should be stressed to the industry concerned. The recreation area donated and landscaped by an industrial firm will build goodwill for the company and be a continuous advertisement. An example of this was noted in

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Harold J. Parnham



Chester E. Hogan

A. A. N. Social Events

Before the business of the convention had started, the program was under way Sunday, July 10, with social events. While the ladies enjoyed a reception and tea on the roof garden of the Royal York hotel, the teen-agers had a get-acquainted party in another room.

Ladies' Events

Heading the receiving line for the ladies' reception was Mrs. Harry Endean, chairman of the ladies' committee, Richmond Hill, Ont. Standing with her were Mrs. Val-leau Curtis, Callicoon, N. Y.; Mrs. J. B. Baker, Jr., Fort Worth, Tex.; Mrs. Vernon Marshall, Arlington, Neb.; Mrs. Arthur Watson, Grand Rapids, Mich.; Mrs. A. B. Luke, Hudson, Que., and Mrs. Richard P. White, Washington, D. C.

Typical English pastries and sweets were served with the tea, and music was provided by a string ensemble.

Monday evening the convention goers went by special Canadian Pacific train to the Brant Inn, Burlington, on the shores of Lake Ontario. There they enjoyed outdoor dancing, a floor show and refreshments.

Hospitality Room

By Sunday night, July 10, 790 persons had registered for the convention, and it appeared that all of them were present in the hospitality room for the entertainment program that evening. A. A. N. President J. B. Baker, Jr., opened the night by introducing convention co-chairman Spencer McConnell, Port Burwell, Ont., who in turn introduced the speaker of the evening, Jan de Graaff, Oregon Bulb Farms, Gresham, Ore., who gave an illustrated talk on North American lilies. Mr. de Graaff is one of the outstanding lily growers and hybridizers in America. He remarked that Isabella Preston, department of agriculture, Ottawa, Ont.; Dr. F. L. Skinner, Morden experiment station, Manitoba, and Prof. E. F. Palmer, horticultural experiment station, Vineland Station, Ont., were leaders in lily hybridization in Canada. He said that Professor Palmer's collection at Vineland was superb.

Before starting to grow lilies, Mr. de Graaff raised daffodils and iris. He then started with the Madonna lily and crossed it with the red mar-tagon, which resulted in several new

kinds. Because Les Sjulin, Interstate Nurseries, Hamburg, Ia., told him that the most popular lilies in the United States were the centifolium and tiger lilies, Mr. de Graaff decided to specialize in these two kinds. The tiger lily is grown all over the northern part of the world. Crosses between the centifolium and tiger lilies have resulted in Mr. de Graaff's Midcentury hybrids. One of these, Enchantment, was used extensively in the lobby plantings in the convention decorations. In 1944 Mr. de Graaff raised the first Enchantment and in 10 years sold 190,000 of these plants.

Work with Trumpet Lilies

Now he is doing considerable work with the trumpet lilies, breeding more and more for wide-open flowers and de-emphasizing the trumpet characteristics of the bloom. Crosses between *Lilium speciosum* album and *L. speciosum* rubrum

with *L. auratum* have resulted in lovely progeny. *Lilium japonicum* crossed with *L. auratum* has given a promising new variety which Mr. de Graaff has named Empress of India. But he believes that the great lily of the future is a new Australian lily named Jillion Wallace. Growing to a height of seven feet, the plant is loaded with flowers 9 to 12 inches across.

Mr. de Graaff said that lilies are easy to grow, but too many persons do not know how to use the blooms in arrangements; so he had a designer make some beautiful arrangements, which he had photographed and showed along with his slides of different varieties and scenes of lily growing.

A variety program included performances by a ventriloquist and a couple who played a heterogeneous collection of musical instruments, including a saw, bells, wine goblets and balloons. William Flemer III, Princeton, N. J., and A. J. Shoosmith, Richmond, Va., were select-

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Convention Notes

The lobby of the Royal York hotel featured a decorative planting of dwarf evergreens and various annuals. Planted tubs of Enchantment and regal lilies added to the colorful scene, which was arranged by Sheridan Nurseries, Ltd.

The stage and adjoining lobby of the convention hall were decorated with tropical foliage donated by the Toronto park board.

The new director for region IV, Vincent Bailey, J. V. Bailey Nurseries, St. Paul, Minn., was unable to attend the convention because of a painful back injury which hospitalized him for a couple of weeks in June.

Mr. and Mrs. Peter Cascio, West Hartford, Conn., had to cancel their reservations on the post convention tour to return home to bid goodbye to their son, Joseph, who is leaving for Germany with the 10th infantry division. His twin brother, Lucian, is at present in Germany as a radio operator with an anti-aircraft division. Peter, Jr., is a jet air cadet at Williams air base, Chandler, Ariz.

Two new garden shops are being constructed by the W. A. Natorp Co., Cincinnati, O. One will be adjoining the main headquarters and the other at the northwest side of the

city. The company already has an established garden shop at the northeast side.

Mrs. J. B. Baker, Sr., Fort Worth, Tex., who attended her first A. A. N. convention in 1900 as the bride of the late J. B. Baker, Sr., attended the convention to see her son, J. B. Baker, Jr., in the office of president of the association.

Enjoying both the convention and a visit to the country where he lived many years ago was John F. Armstrong, 89-year-old president of the Armstrong Nurseries, Ontario, Calif. With son, J. Awdry, and grandsons, John and David, also present, three generations of Armstrongs were present, along with their wives.

Each of the Doty boys, of Doty & Doerner, Inc., Portland, Ore., welcomed additions to the family recently. Their second child, a son, Matthew Curtis, was born June 29 to Mr. and Mrs. James Doty; their first child, a boy, George Morris, was born May 25 to Mr. and Mrs. Kenneth Doty, and their third child, a daughter, Barbara Joanne, was born March 28 to Mr. and Mrs. Jack Doty. This makes six grandchildren for Mr. and Mrs. Paul Doty.

W. C. Daniels, president of Meck-
[Continued on page 44]

Allied Groups Meet at Toronto

BABY RAMBLERS OFFICERS

At a meeting July 11, at the Royal York hotel, Toronto, the Baby Ramblers elected Dan B. Gardiner, Boone Gardiner Nurseries, Louisville, Ky., president; Gene Bunting, Buntings' Nurseries, Inc., Selbyville, Del., vice-president, and Charles B. Greening, Greening Nursery Co., Monroe, Mich., secretary-treasurer.

MAIL ORDER MEETING

Approximately 40 members of the National Mail Order Nurserymen's Association were present at a breakfast meeting Wednesday morning, July 13. Tom Kyle, Bohlender Nurseries Co., Tipp City, O., president of the association, presided. He called on John Kelly, Kelly Bros. Nurseries, Dansville, N. Y., vice-president, to inform the members about the summer meeting of the National Mail Order Nurserymen's Association to be held August 8 and 9 at the Hotel La Salle, Chicago.

As part of the meeting, Clark Kidd, Arp Nursery Co., Tyler, Tex., was called upon to tell the group of the progress of the trade practice committee in formulating fair trade practice rules, which information is printed elsewhere in this issue.

President Kyle concluded the meeting by telling the members that some thought should be given to the association's having a paid secretary, as this matter will be acted upon at the Chicago meeting.

PROTECTIVE MEETING

Hubert Nicholson, Commercial Nursery Co., Dechard, Tenn., was elected the new president at a meeting Tuesday morning, July 12, of the American Nurserymen's Protective Association. William Flemer III, Princeton Nurseries, Princeton, N. J., was chosen vice-president. Albert F. Meehan, Thomas B. Meehan



Howard C. Taylor Receiving Baby Ramblers' Award from Jack Siebenthaler.

Co., Inc., Dresher, Pa., was given a vote of confidence and continues as secretary and treasurer of the organization. Several new members were approved for membership.

A. A. R. S. ELECTION

At the meeting of All-America Rose Selections, July 9 and 10, at the Royal York hotel, L. A. (Slick) Dean, Arp Nursery Co., Tyler, Tex., was elected president, and David Stump, Armstrong Nurseries, Ontario, Calif., vice-president. Ralph M. Dasher, Florence, Ala., is executive secretary-treasurer.

New directors are E. S. Boerner, Jackson & Perkins Co., Newark, N. Y.; F. W. Miner, C. R. Burr & Co., Manchester, Conn., and the retiring president, Sidney B. Hutton. Holdover directors are Keith Monaghan, Howard Rose Co., Montebello, Calif., and J. F. Sjulín, Inter-State Nurseries, Hamburg, Ia.

The afternoon of July 11, formal dedication of the rose garden of A. A. R. S. award winners was held. Sidney B. Hutton, Sr., Conard-Pyle Co., West Grove, Pa., retiring president, promised 700 more bushes in addition to the 800 just planted. Nathan Phillips, mayor of Toronto, accepted the garden on behalf of the city.

CAMELLIA OFFICERS

When All-America Camellia Selections met July 13 at the Royal York hotel, Toronto, Ont., David Cook, California Camellia Gardens, San Fernando, Calif., was re-elected president; George Sawada, Overlook Nurseries, Crichton, Ala., was elect-

ed vice-president, and Ralph Dasher, Florence, Ala., was reappointed secretary.

Named to the board of directors for a 3-year term were Jacques Legendre, Gulf Stream Nursery, Wachapreague, Va., and Vernon James, James Rare Plant Nursery, Campbell, Calif.; for a 2-year term, Tom Dodd, Jr., Tom Dodd Nurseries, Semmes, Ala., and J. Awdry Armstrong, Armstrong Nurseries, Ontario, Calif., and for a 1-year term, C. Norwood Hastie, Magnolia Gardens & Nurseries, Johns Island, S. C.

N. L. N. A. ELECTS

At the conclusion of the roundtable discussion program held jointly with the A. A. N., the National Landscape Nurserymen's Association held a late afternoon business meeting July 12 at the Royal York hotel. Elected to office for the 1955-56 term were W. P. Christianson, Christianson Landscape Service, Fargo, N. D., president; Allan Dalsimer, Dalsimer, Inc., Cedarhurst, N. Y., vice-president, and Walter Burwell, Burwell Nurseries Co., Columbus, O., treasurer. Lloyd G. Platt, Platt's Landscape Nursery, Davenport, Ia., is the secretary.

Newly elected to the executive committee were Louis Wissenbach, Squirrel Hill Nursery, Pittsburgh, Pa., region 1; Jack Siebenthaler, Siebenthaler Co., Dayton, O., region 3, and Gerald A. Spoor, Holland Nursery, Tulsa, Okla., region 5. Holdover members of the committee are Gervin W. Pringle, Florida Nursery & Landscape Co., Lees-

burg, Fla., region 2; Russell Zakariasen, Homedale Nursery, Hopkins, Minn., region 4, and Tom Tomlinson, Tomlinson's Select Nurseries, Whittier, Calif., region 6.

Membership Increase

In his message to this 16th annual meeting of the association, President Dan B. Gardiner, Boone Gardiner Nurseries, Louisville, Ky., announced that membership had reached 204 firms, with nearly 40 of these added in the past year. Describing some projects to be undertaken by the group, he said that it anticipates starting N. L. N. A. nights at the regional and state nurserymen's meetings to acquaint more nurserymen with the work of the association. A seal is being prepared for members to use on stationery, as decals and as advertising cuts. Another project is a cost-finding brochure in loose-leaf form. The charts and other information therein will be largely based on the studies in this field by Harold Hunziker, along with other studies made by Ernest Durrant and Russell Zakariasen.

Colored Brochure

Mr. Zakariasen showed a rough draft of a brochure, printed in color, that the N. L. N. A. is considering publishing for its members to send to architects, real-estate developers, builders and mortgage holders and, possibly, to prospective homeowners, to show them how the landscape nurserymen can aid in the preparation of plans, selection of site and supplying the landscaping, including plants and planting.

With this brochure it is hoped that people who build will consider landscaping as an integral part of their project, not an afterthought, and incorporate the money for it in any original loan. The idea for this brochure first came from the Twin Cities Nurserymen's Association, but was too big a project for that group to initiate.

SECRETARIES' PROBLEMS

The Nursery Association Secretaries group met for annual session July 13 at the Royal York hotel, Toronto, Ont., with Elmer Merz, Sacramento, Calif., president, presiding, and Frank Turner, Springfield, O., secretary, taking the minutes of the meeting.

With the election of new officers for the ensuing year, Mr. Turner was advanced to the office of president. Thomas Pinney, Sturgeon Bay, Wis., was chosen vice-president and Erwin W. Whitham, Manchester, Conn., secretary.

A guest at the meeting, M. Truman Fossum, agricultural economist in the United States Department of Agriculture, said that it had been a problem to convince public officials of the importance of the nursery industry among other industries, but the new U. S. D. A. list now includes all the organizations, and the so-called food and vegetable research branch of the department has been revised so that horticultural crops now definitely include the nursery crops and the work of the department officially includes aid to the nurserymen. Mr. Fossum said that there will be one more descriptive census report on the horticultural industry; this one will be on trends. After 10 years, the devel-

among the trade exhibits at annual conventions.

The subject of trends in dues was discussed, not only whether to use the flat rate or volume of business or acreage system, but also whether to increase dues at this time. A few associations have a basic membership fee and make additional charges for special projects.

The group took under consideration the advisability of including other officers in addition to the secretaries at future meetings and possibly changing the name of the association if all officers were included in the membership. In any event, all association officers will be invited to the next annual meeting of the Nursery Association Secretaries.

Standardization of membership lists and bookkeeping forms was discussed, and a committee was appointed to consider the matter and make recommendations at the next meeting.

Survey Made

Curtis H. Porterfield, administrative assistant of the A. A. N., made a survey for the Nursery Association Secretaries the past year to determine their formal requirements for membership, and the results were reported by him. An outcome of this survey was the recommendation that thought be given to the possibility of drawing up a set of recommended minimum requirements for membership in any regional, state or local nurserymen's association, in order to help maintain the high ethical and professional standards of these organizations.

Responses to the questionnaire sent out by Mr. Porterfield were received from 37 nurserymen's associations. Of these, only 16.2 per cent required a waiting period or a specified number of years in business before a firm could become a member. All but two of the associations had the requirement that the prospective member must be actively engaged in the nursery business. Only a little over half of the associations required that the prospective member must have a good reputation, and only 35.1 per cent of them specified that the prospect must give trade references, but there was no indication as to how many of the associations checked the references.

The different nurserymen's associations had various ways of approving applicants for membership. Fifteen of the associations required that members approve acceptance of applications; 22 associations, that the applicant's name be published in the association's bulletin for approval.



Daniel B. Gardiner

opment work on the horticultural statistics project is completed. What is done in the future and how much is done for horticulture, compared to floriculture, depends on requests from the trade, he said. All requests for marketing and economic research and descriptive information should be made to the economic advisory committee of the A. A. N., which passes them on to the proper government agencies for attention.

Solicitation of Members

Solicitation of new members was the first problem to be discussed. Some secretaries reported success in increasing the membership by sending out application blanks with monthly bulletins to the members to solicit prospects; others sent programs of the coming convention to prospects to interest them in attending the convention and joining the association, and others included an exhibit for the state association

Pointers on Propagation

Production Procedures: A Review II

By James S. Wells

After a brief diversion to consider the propagation of chaenomeles, we return once more to the theme which I have been pursuing in these columns for the past few issues that work is not necessarily a liability. You may recall that in the April 1 issue this aspect of our production procedures was discussed and in the May 1 issue we began to apply the theme to a general review of production procedures.

The cuttings which we have provided with a vigorous and well-balanced root system have now been potted or banded and are in plunging beds. What ways shall we use to produce the best possible plant in the following two seasons? First of all, perhaps I should digress briefly to consider the question of why two growing seasons. This is determined, at Dundee at least, by the rapidity with which the plants use the available space and food reserves contained in the pot or band. Additional plant food can and does have to be applied through these two growing seasons; therefore, in reality the limiting factor is space. We believe that most of the plants with which we work have exploited to the maximum the available space which the plant

bands will make available to them in their second year, and in some instances the second season is not justified. This is particularly true of all the arborvitae, because with these plants we like to take quite large cuttings in the first place and we find that because of their vigorous rooting and rapid development, they exploit the possibilities of the band in one growing season. This is equally true of some Pfitzer cuttings which we took last year, using rather old wood and making short and bunched but vigorous cuttings. The spread of these cuttings was much greater than the average thin tip cutting which is usually taken, and the space between each band was completely filled by these larger and more stubby cuttings at the end of the first season. Although we could have maintained active growth on all these plants by suitable top-dressings, it was wise to move them into the field and to allow them full scope for maximum side growth. There will obviously be a difference between plants which normally grow upright and those which normally spread sideways, and I believe that on most of these spreading types, if a large cutting is taken, one year in a pot

or band is adequate. But we grow large quantities of the upright types also, and these can with advantage stay for two full growing seasons in the bands. Smaller cuttings, which we also have to take in order to maintain quantities in our greenhouses, have to remain for two years in the bands whether they are upright or spreading.

The potting medium that we use for all these cuttings has in the past been the standard John Innes compost, as described in earlier issues of the *American Nurseryman*. This is as close to a standard mixture as we have yet seen, but there are indications from work being done in California that an even more simple and standard mix can be devised from a combination of sand and peat, to which have been added suitable quantities of lime to fix the pH at the desired level, gypsum to increase the available calcium, plus a suitable base fertilizer to provide adequate quantities of the three essential plant foods. This completely artificial mixture is being used with increasing frequency in California, particularly for the production of plants in pots, bands and containers.

[Continued on page 84]



Careful hand trimming of taxus liners in their first year. Note construction of beds, lath shades and overhead irrigation lines.



New officers of the Oregon Nurserymen's Association. Left to right, they are W. P. Nuffer, president; Melvin Surface, first vice-president, and Paul Van Allen, second vice-president.

OREGON FALL MEETING

Plans for the fall meeting of the Oregon Nurserymen's Association, at Gearhart, Ore., September 7 to 9, are being developed by a committee recently appointed by President W. P. Nuffer, Troutdale. James Doty, Doty & Doerner, Inc., Portland, is chairman of this committee, assisted by Paul Van Allen, Portland Wholesale Nursery Co., Portland, and Robert Mullison.

Headquarters for the affair on the Oregon coast will be the Gearhart hotel. The recreational events will begin with golf on the afternoon and an evening mixer Wednesday, September 7. A clambake on the beach the evening of September 8 will repeat a highly popular event of last year's meeting. Adjournment will be taken the afternoon of September 9.

W. P. (Pete) Nuffer, the recently elected president of the Oregon Nurserymen's Association, is part owner of Mountain View Nurseries, Inc., Troutdale, where he is associated with his father and two brothers in a business which was purchased in 1947. A wholesale trade is carried on, with W. P. Nuffer as business manager.

Mr. Nuffer was born in 1924, at Logan, Utah, where his father was a professor in the botany department at Utah State Agricultural College. Soon after, his family moved to Idaho, where he was graduated from high school and attended the

University of Idaho before enlisting as a naval aviation cadet, in 1942. Lieutenant Nuffer was soon piloting blimps, patrolling the Oregon coast. One year of his service career was spent in Hawaii, where he piloted top "brass" to various parts of the world. After four years in the service he returned to Portland, where he became associated with his father in a florists' business until purchase of the Mountain View Nurseries was made.

Since entering the nursery business, Mr. Nuffer has been active in association work, serving as treasurer and vice-president, as well as on various committees, before being elected president of the state group. He is also vice-president of chapter 12 of the American Association of Nurserymen. His work in the nursery and in the association keeps him well occupied, but he also finds time to take correspondence courses and to participate in the activities of his church and other community affairs. Mr. and Mrs. Nuffer have one son, 3 years old, adopted when he was 6 days old.

Melvin Surface, first vice-president of the Oregon association, is owner and manager of the Surface Nursery, Gresham. He began working in nurseries in 1920, starting with the Lewis & Simpson Nursery, where he was employed until 1925, then going to the Portland Wholesale Nursery Co., where he worked in various capacities until 1932. At that

time he purchased 11 acres of ground and started to grow ornamental stock for the Portland Wholesale Nursery Co. Since then he has increased his acreage substantially and now grows conifers and broad-leaved evergreens chiefly.

Paul Van Allen, who was elected vice-president of the state group, is assistant manager of the Portland Wholesale Nursery Co., Portland, dealer in general nursery stock and nursery supplies. His association with the firm began about 1942. He lived with his family at one time on the property on Stark street which now houses the headquarters of the company. Mr. Van Allen was also elected secretary-treasurer of chapter 12 of the American Association of Nurserymen at a meeting that followed the state session at Portland.

KERN HEADS OHIO GROUP

Joseph J. Kern, Joseph K. Kern Rose Nursery, Mentor, O., was elected president of the Lake County Nurserymen's Association at a recent meeting of the group at Mentor. He succeeds Kenneth Fisher, Kingwood Nurseries. Chosen vice-president was Gerard Klyn, Jr., Mentor. Miss Marie Brandstaetter, Mentor, is secretary-treasurer of the organization.

The election took place after an evening barbecue attended by about 125 nurserymen, who had made a bus tour of nurseries in the area during the day. At the establishment of Gerard K. Klyn, on Hopkins road, the party saw and heard about new developments in growing and selling plants in containers.

Construction of a 2-acre irrigation pond fed by springs, the work now being under way, and a large pond which has been in use for some time were viewed at Peter Carosello's Ericaceous Nursery, Mentor. Large plantings of azaleas and other broad-leaved evergreens were seen at this nursery.

The growing of plants in a double row, heavily mulched with sawdust, was of particular interest at the Warner Nursery, Willoughby Hills, which was the last stop.

After the visits to nurseries, the group was given refreshments at the home of Lewis Lipp, manager of the Holden Arboretum, where the propagating greenhouse was inspected, and then the party made a stop at the country home of W. H. Corning, which will become the administration building and library of the arboretum.

Compatability and Stability Of Insecticides and Fungicides

By R. B.
Neiswander

The list of commercial insecticides and fungicides available for use has been growing at a rapid rate in recent years. In the 1953-54 issue of *Entoma*, a directory of insect and plant pest control materials published by the Entomological Society of America, a list of trade-marked insecticides, fungicides and adjuncts includes more than 2,500 names. This list, of course, contains many duplications. DDT, for example, is marketed by 120 companies and under many trade names.

A search for new insecticides was greatly stimulated by World war II. Previous to that time much of our rotenone and pyrethrum came from Japan and the East Indies. Because of the restrictions in trade and an increase in the demand for insecticides, shortages developed. Consequently, research institutions throughout the world began looking for new materials that could replace those in short supply. The discovery of new organic types of insecticides and fungicides opened new fields of investigation and has resulted in the development of many new materials. Consequently, insects and diseases can now be controlled more effectively than ever before, but control recommendations are becoming more and more specific.

As the list of available pesticides grows, the problem of keeping informed concerning the purpose for which they may be used, the hazards involved in their use and the combinations that may be used together safely becomes more and more difficult. Frequently much of the information needed can be obtained from the fine print on the label attached to the container of the pesticide, and one who uses pesticides should form a habit of studying the label carefully when using a pesticide for the first time. In the following pages various groups of insecticides are discussed with a brief explanation of the other insecticides and fungicides with which each group may be used safely.

Sulphur

Lime-sulphur has been used in this country as an insecticide for more than 60 years. It is used primarily as a dormant spray, and, since it is an acaricide and a fungicide as well as an insecticide, combinations of lime-sulphur with other materials are usually not necessary.

Paper on "Compatibility and Stability of Insecticides and Fungicides," presented by R. B. Neiswander, entomologist, Ohio agricultural experiment station, Wooster, at the short course for arborists at Ohio State University, Columbus.

Dilute lime-sulphur has often been used with lead arsenate in summer sprays. However, there is a chemical action between the two that is complex and not entirely understood. The white color of the lead arsenate is soon changed to brown and the color becomes progressively darker with time. The addition of hydrated lime tends to correct the action, but the mixture should not be left standing in a spray tank for any length of time. Lime-sulphur is not compatible with soap and with certain of the dinitro compounds, and its alkalinity reduces the insecticidal value of rotenone and pyrethrum as well as the chlorinated hydrocarbon and organic phosphate compounds.

Sulphur in its natural state is also used as an insecticide, an acaricide and a fungicide. It is not wetted by water, and the addition of a wetting agent is necessary in its preparation for spraying purposes. Since the finely divided preparations are the most effective, sulphur is commonly

sold under such names as micronized, magnetic and flotation sulphur.

Sulphur is stable and can be used with a wide variety of materials, but is not compatible with oils or the dinitro compounds. Also, when used at high temperatures, sulphur in any form may cause foliage injury.

Oil Sprays

The use of oil sprays has decreased in recent years, primarily because mild summer sprays that will control the insects for which oils were formerly used are now available. However, on shade trees a dormant oil spray may still be the most convenient material to use for the control of certain scale insects and for mite and aphid eggs.

The degree to which an oil spray has been refined is measured primarily by the unsulphonatable residue and determines largely the toxicity of the oil to plants. The superior oils are somewhat more highly refined than the regular dormant oils and less likely to injure shade trees. Summer oils are still more highly refined. As indicated previously, oils and sulphur are not compatible. When a fungicide is needed with a

[Continued on page 97]

COMPATIBLE SPRAY MATERIALS

Numbers listed after the name of a material indicate pesticides with which it may be combined.

1. Aramite 2, 5, 6, 11, 14, 17, 18, 19, 20, 21, 22, 23, 24, 25
2. Aldrin, dieldrin, endrin and heptachlor 1, 3, 4, 6, 7, 9, 11, 12, 13, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24
3. Bordeaux mixture 2, 7, 9, 14, 17, 19, 23
4. Captan 2, 5, 6, 7, 11, 14, 16, 17, 18, 19, 20, 21, 25
5. Chlordane 1, 4, 6, 7, 9, 11, 12, 14, 16, 18, 19, 20, 21, 22, 24, 25
6. DDT, TDE, BHC and methoxychlor 1, 2, 4, 5, 7, 9, 11, 12, 14, 16, 18, 19, 20, 21, 22, 23, 24, 25
7. Dimite 2, 3, 4, 5, 6, 11, 13, 14, 16, 17, 20, 22, 23
8. DN-289 and Elgetol 318
9. Dormant oil 2, 3, 5, 6, 10, 17
10. Elgetol and Krenite 9
11. Ferbam, maneb, ziram and zineb 1, 2, 4, 5, 6, 7, 14, 16, 17, 19, 20, 21, 23, 25
12. Fixed coppers 2, 5, 6, 13, 14, 17, 19, 20, 21, 22, 23, 25
13. Hydrated lime 2, 7, 12, 14, 15, 17, 19, 22, 23
14. Lead arsenate 1, 3, 4, 5, 6, 7, 11, 12, 13, 15, 16, 17, 18, 19, 20, 21, 22, 23
15. Lime-sulphur 2, 13, 14, 19, 22
16. Malathion, demeton, EPN and parathion 2, 4, 5, 6, 7, 11, 14, 19, 20, 21, 22, 24, 25
17. Nicotine sulphate 1, 2, 3, 4, 7, 9, 11, 12, 13, 14, 19, 21, 22, 23, 25
18. Organic mercury 1, 2, 4, 5, 6, 14, 19, 21, 25
19. Ovotran 1, 2, 3, 4, 5, 6, 11, 12, 13, 14, 15, 16, 17, 18, 20, 21, 22, 23, 24, 25
20. Phygon 1, 2, 4, 5, 6, 7, 11, 12, 14, 16, 19, 21, 22, 24 (use wettable powders)
21. Rotenone and pyrethrum 1, 2, 4, 5, 6, 11, 12, 14, 16, 17, 18, 19, 20, 22, 23, 25
22. Sulphur 1, 2, 5, 6, 7, 12, 13, 14, 15, 16, 17, 19, 20, 21, 24, 25
23. Summer oil 1, 2, 3, 6, 7, 11, 12, 13, 14, 17, 19, 21
24. TEPP and HETP 1, 2, 5, 6, 16, 19, 20, 22, 25
25. Toxaphene and strobane 1, 4, 5, 11, 12, 16, 17, 18, 19, 21, 22, 24

Pinus Bungeana

Had Genghis Khan had any horticultural or botanical interests when he conquered China in 1215, he might have observed some of the large trees of the pine we now call *Pinus bungeana*, already centuries old, growing about the tombs and temples. Those same trees were still standing in good health when F. N. Meyer, P. H. Dorsett, W. J. Morse and other agricultural explorers for the Department of Agriculture arrived and collected seeds from them in the first quarter of this century. It is small wonder that this species should be much photographed by early comers to the Orient. It is conspicuously unique in several respects. First to attract attention is the exfoliating bark that reveals creamy-white to pearl-gray inner bark in irregular patterns. This feature is enhanced by the tree's habit of growing with several major trunks. From a distance it could easily be mistaken for a deciduous tree with its open texture and exposed branches. On closer examination it may be seen that it bears typical bright green needles about three inches long, three in a bundle and persisting for four or five years. The tree is capable of attaining a height of 75 or more feet, but with its extremely slow rate of growth it is difficult to say how many years that would take. The species was named for Alexander von Bunge, a productive Russian botanist who wrote extensively on the trees of northern and northeastern Asia during the past century.

The first material of *P. bungeana* received by the Department of Agri-

cultural was seeds sent from Peking by F. N. Meyer in 1908 and given the plant introduction numbers 17911 and 17912. "Chinese name 'Kuotse'. Sold on the streets as delicacies. Said to come from northern Shansi"—appears in Meyer's notes on another collection of seeds dated May 11, 1907. "The most glorious of all pines";—"The beautiful and striking white-barked pine tree, growing to be very old, perhaps up to 20 centuries"—are other comments found in Meyer's notes on early collections.

In the early 1920's the section of plant introduction sent plants of P.I. numbers 41954, 42730 and 43796 to nearly 1,600 addresses throughout the United States. In the middle 1930's plants of P.I. numbers 89604, 92056 and 95653 were distributed to nearly 1,200 addresses. Reports ranging from Maine to California and Florida to North Dakota indicate that *P. bungeana* is very tolerant to variation in climate, but prefers soils of medium fertility and average moisture. The reports also bear out the literature in that the white bark characteristic does not become evident until the plant is about 15 years old. With its resistance to diseases and insects there remains but one characteristic that may have prevented its popularity—slowness of growth. Plant Buyers Guide lists only two sources of this plant. Wherever an exotic specimen of slow growth is desired, *Pinus bungeana* could well be considered.

H. H. Fisher,
U. S. D. A., Beltsville, Md.



Pinus bungeana, showing the general character of the tree (left) and detail of the exfoliating bark (right).

HOLLANDIA ANNIVERSARY

Mark Aukeman, proprietor of the Hollandia Gardens, Springfield, O., is observing his 40th year in the nursery business. According to a news story in the Springfield Sun, it was in 1915 that Mr. Aukeman, then a young immigrant from Holland, started in the landscape and nursery business at a corner of Limestone and Pleasant street. A short time later he moved the nursery to a site on U. S. Route 68, about two miles north of Springfield, where he erected greenhouses. Later he expanded operations to a 20-acre tract at Harmony, to use for growing plants.

In 1929, Mr. Aukeman consolidated the enterprise at its present location on U. S. Route 40, seven miles east of Springfield. The firm now has 12,000 square feet under glass, two large lath buildings covering one-half acre for growing plants, about 10,000 square feet of sales area for the display of plant materials and a garden store featuring gardening equipment and nursery supplies.

Mr. Aukeman named his business after a dairy farm in his native province of Freisland, Holland, which was noted for being well-kept. Serving a wholesale and retail trade in other communities as well as Springfield, the business is a family enterprise, with the owner's three sons, Paul, Fred and George, actively engaged in operations at the 600-acre site for nursery stock and general farming.

NO 1956 NEW YORK SHOW

Because of a delay in the anticipated completion of the New York Coliseum, New York, officials of the International Flower Show there have announced that the exhibition probably will not be held next spring. The Coliseum will not be completed until May 1, which is too late for the show; originally the building was expected to be ready in March.

The decision not to hold the show in 1956 was reached with regret, the officials state. If a suitable building can be found, it is possible, but not likely, that the show will be staged. The board of directors of the show has appointed a committee to obtain an option on the Coliseum for March, 1957.

WELCOMED June 21 by his parents, Mr. and Mrs. David Osch-rin, Liberty Nursery, Baltimore, Md., was James Osch-rin, their fifth child.

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Buxus Harlandi
Buxus Sempervirens
Cotoneaster Francheti
Cotoneaster Horizontalis
Elaeagnus Fruitlandi
Elaeagnus Simoni
Euonymus Coloratus
Euonymus Fortunei Erectus
(small leaf)
Euonymus Patens
Gardenia Fortunei
Ilex Cornuta Burfordi
Ilex Cornuta Femina
Ilex Crenata Convexa
Ilex Crenata Rotundifolia
Ilex Opaca East Palatka
(heavily sheared)
Ilex Vomitoria
(well sheared)
Pride of Houston
Jasminum Floridum
Laurel Cherry
(well sheared)
Ligustrum Lucidum
(Black Wax)
Ligustrum Lucidum
(Griffing type)
Ligustrum Lucidum Nanum
Loropetalum Texanum
Magnolia Glauca
Magnolia Grandiflora
Magnolia Soulangeana
Magnolia Soulangeana Nigra
Nandina Domestica
Photinia Serrulata

CONIFERS

Arborvitae, Or. Baker
Arborvitae, Or. Berckmanns
(Aurea Nana)
Arborvitae, Or. Blue Cone
(very compact)
Arborvitae, Or. Bonita
Arborvitae, Or. Bonita Golden
Arborvitae, Or. Excelsa
Arborvitae, Or. Fruitland
(Green Berckmanns)

CONIFERS, cont.

Arborvitae, Or. Newark
Arborvitae, Occ. Globosa
Arborvitae, Occ. Nigra
(Dark Green)
Arborvitae, Occ. Pyramidalis
Cedrus Deodara
Juniper, Andorra
Juniperus Excelsa Stricta
Juniperus Fastigiata
Juniperus Glauca Hetzi
Juniperus Glauca Hetzi
(staked and sheared)
Juniperus Hibernica
(Irish)
Juniperus Pfitzeriana
Juniperus Pfitzeriana Aurea
Juniperus Pfitzeriana Compacta
Juniperus Sabina
Juniperus Sabina Vonehron
Juniperus Sabina Vonehron
(staked and sheared)
Juniperus Scopulorum
Juniperus Sylvestris
(Chinensis Femina)
Juniperus Virginiana Burki
Juniperus Virginiana Canaerti
Juniperus Virginiana Dundee
Juniperus Virginiana Glauca
Pinus Mughus
Pinus Nigra
(Austrian Pine)
Pinus Sylvestris
(Scotch Pine)

CANNED STOCK

Abelia Grandiflora
Gardenia Fortunei
Gardenia Mystery
Ilex Burfordi
Ilex Convexa
Ilex Helleri
Ilex Rotundifolia
Magnolia Grandiflora
Pyracantha Formosana
(light)
Pyracantha Lalandi
(light)
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COMING EVENTS

MEETING CALENDAR

August 1 to 5, 31st convention, National Shade Tree Conference, Mar Monte hotel, Santa Barbara, Calif.

August 2 and 3, Michigan Association of Nurserymen and the Michigan Landscape Conference, joint summer meeting, Kellogg Center, Michigan State College, East Lansing, Mich.

August 3 and 4, Indiana Association of Nurserymen, summer meeting, Terre Haute, Ind.

August 9 to 11, New York State Nurserymen's Association, summer meeting, White Plains, N. Y.

August 8 and 9, National Mail Order Nurserymen's Association, La Salle hotel, Chicago, Ill.

August 10, Association of New Jersey Nurserymen, Howe Nurseries, Pennington, N. J.

August 14 to 16, Southern Nurserymen's Association, annual convention, George Vanderbilt hotel, Asheville, N. C.

August 17, Maryland Nurserymen's Association, summer meeting and outing, Towson Nurseries, Inc., Kenilworth Division, Ashland, Md.

August 17, Pennsylvania Nurserymen's Association, summer meeting, Pennsylvania State University, University Park, Pa.

August 17, summer meeting, New England Nurserymen's Association, Gardner's Nurseries, Rocky Hill, Conn.

August 17 to 19, summer meeting, Ohio Nurserymen's Association, Van Cleave hotel, Dayton, O.

August 20 to 24, Texas Association of Nurserymen, Tyler, Tex.

August 22 to 24, Washington State Nurserymen's Association, Gaffney's Lake Wilderness lodge, near Renton, Wash.

August 24 to 26, first annual nurserymen's and growers' short course, University of Florida, Gainesville, Fla.

August 26, Iowa Nurserymen's Association, summer meeting, Shenandoah, Ia.

August 29 to 31, Northern Nut Growers' Association, 46th annual meeting, Michigan State College, East Lansing, Mich.

September 1 and 2, Kansas Association of Nurserymen, annual convention, Wareham hotel, Manhattan, Kan.

September 7 to 9, Oregon Association of Nurserymen, Gearhart hotel, Gearhart.

September 13 to 15, California Association of Nurserymen, Yosemite National Park, Calif.

September 16 and 17, Louisiana State Nurserymen's Association, convention, Blackham Coliseum, Lafayette, La.

October 24 to 26, annual convention and national flower show, American Rose Society, Tyler, Tex.

October 21 to 23, Texas Rose Festival, Tyler, Tex.

IOWANS TO SHENANDOAH

The Iowa Nurserymen's Association will hold its summer meeting at Shenandoah August 26, according to President Donald W. Moffet, Mount Arbor Nurseries, Shenandoah.



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	100	1000
	Rate	Rate
<i>Cornus florida</i> , grafting size, 1-yr., S.	\$ 8.00	\$ 75.00
budding size, 1-yr., S.	7.00	60.00
small, 1-yr., S.	6.00	50.00
<i>Cotoneaster acutifolia</i> , 1-yr., S.	12.00	100.00
<i>Cotoneaster divaricata</i> , 1-yr., S.	12.00	100.00
<i>Hamamelis vernalis</i> , 1-yr., S.	12.00	100.00
<i>Laburnum alpinum</i> , 1-yr., S.	12.00	100.00
<i>Laburnum vulgare</i> , 1-yr., S.	12.00	100.00
<i>Liquidambar styraciflua</i> , 1-yr., S.	15.00	125.00
<i>Rhodotypos kerrioides</i> , 1-yr., S.	8.00	75.00
<i>Syringa vulgaris</i> , 2-yr., S.	7.50	60.00
<i>Tilia americana</i> , 1-yr., S.	15.00	125.00
<i>Tilia cordata</i> , 1-yr., S.	15.00	125.00
<i>Viburnum dentatum</i> , 1-yr., S.	8.00	75.00
<i>Viburnum dilatatum</i> , 1-yr., S.	8.00	75.00

Many other varieties.

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doah. Four local nursery firms will be hosts, including the Earl E. May Seed & Nursery Co., the Henry Field Seed & Nursery Co., Lake's Shenandoah Nurseries and Mount Arbor Nurseries.

TEXANS' PLANS

In releasing details of the program for the annual convention of the Texas Association of Nurserymen, at Tyler, August 21 to 24, William M. Collins, Austin, executive secretary, states that an attendance well over 500 is anticipated and activities have been planned in keeping with the family convention idea. General sessions will convene at the American Legion hall, but the Blackstone and Carlton hotels will be used for registration and several social events.

Secretary Collins also calls attention to the high caliber of the speakers on the program. Among these is Dr. Kenneth McFarland, educational consultant and lecturer for the General Motors Corp., formerly guest lecturer for Reader's Digest and educational director for American Trucking Associations, Inc. An educator and exponent of the American way of life, Dr. McFarland is ranked among the top-flight public speakers.

M. M. Thompson, a graduate of the University of California, has been lecturing on pruning for the past 10 years in the western states. With over 30 years of professional, educational and practical experience, he is one of the west coast's outstanding speakers in the gardening field.

Dr. Robert S. Reisch, professor of horticulture at Louisiana State University, has become widely known for an evening course on landscaping taught to Baton Rouge citizens. He earned his Ph.D. at Cornell University, where he also taught, and studied landscape architecture at the University of California. During World War II he taught landscape design at army universities in England and France. His lectures are illustrated with Kodachrome slides of plants.

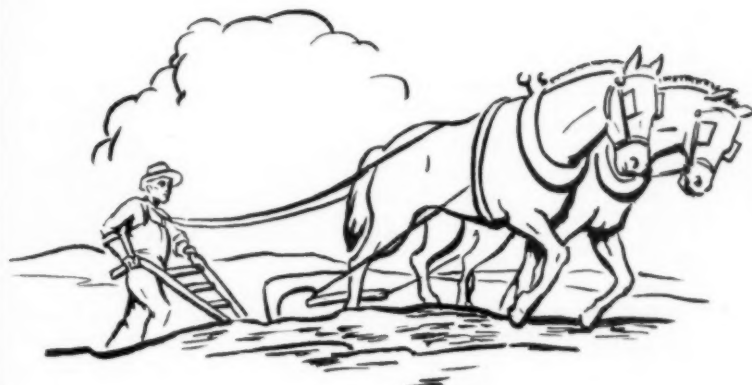
Dr. Vernon T. Stoutemyer was graduated from the University of Illinois in 1928. He joined the Iowa agricultural experiment station in 1930 and received his Ph.D. from Iowa State College in 1937. From 1937 to 1946 he did plant introduction work and experimentation in plant propagation with the United States Department of Agriculture. He has been chairman of the department of floriculture and ornamental horticulture at the University of California in Los Angeles since 1946.

Following is the program schedule:



NOT BY MAGIC
BUT BY DESIGN
"TOPS IN ROSES"
ARE SO FINE!

WE PULL NO STRINGS
PERFORM NO TRICKS
NO AMAZING FORMULA
NO SPECIAL MIX.



WE WORK TO GIVE YOU
THE QUALITY
THAT "TOPS IN ROSES"
HAVE TO BE.

ON THE "TOPS"
YOU CAN INSIST
WRITE TODAY
FOR CURRENT LIST.



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O. L. WEEKS 926 W. ELY ONTARIO, CALIF.



20 MILLION TREES A YEAR!

MUSSER TREES GROW

Good heredity, careful selection of seed and scientific culture in the nursery assure superior stock. **Heavy Roots — Sturdy Tops,** assure rapid growth.



Comparison of MUSSER seedling (at right of picture) with an ordinary seedling.

SEEDLINGS AND TRANSPLANTS AT LOW QUANTITY PRICE

	Per 100	Per 1000		Per 100	Per 1000
• SPECIAL STRAIN SCOTCH PINE Very best Christmas tree strain. Grown from seed collected by our own men from selected parent trees. Exceptionally healthy, sturdy, straight-stemmed specimens, with rich color. 2-yr., S., 4 to 8 ins. \$ 7.00 \$35.00			• JUNIPERUS VIRGINIANA 3-yr., S., 7 to 15 ins. \$ 7.00 \$35.00 4-yr., T., 6 to 12 ins. 11.00 55.00		
• MUGHO PINE 4-yr., S., 6 to 10 ins. 9.00 45.00 5-yr., T., 5 to 9 ins. 20.00 100.00			• JAPANESE YEW <i>Taxus cuspidata capitata</i> 2-yr., S., 4 to 8 ins. 25.00 125.00 3-yr., S., 6 to 12 ins. 40.00 200.00 <i>Taxus cuspidata</i> 1-yr., T., 5 to 6 ins. 20.00 150.00 2-yr., T., 8 to 12 ins. 30.00 250.00 <i>Taxus hicksii</i> 1-yr., T., 5 to 7 ins. 20.00 150.00 2-yr., T., 8 to 12 ins. 30.00 250.00 <i>Taxus Moon's columnaris</i> 1-yr., T. 25.00 200.00 <i>Taxus brownii</i> 1-yr., T. 20.00 175.00 2-yr., T. 30.00 250.00 <i>Taxus hunnelliana</i> 2-yr., T., 8 to 12 ins. 30.00 250.00 <i>Taxus hatfieldii and hicksii</i> T.T., 15 to 20 ins. 150.00 Field-grown. Sheared.		
• BLACK HILLS SPRUCE 3-yr., S., 4 to 8 ins. 9.00 45.00 5-yr., T., 5 to 10 ins. 20.00 100.00			• JUNIPERUS HETZI GLAUCA 1-yr., T., 6 to 8 ins. 25.00 200.00		
• SERBIAN SPRUCE 3-yr., S., 3 to 9 ins. 9.00 45.00 3-yr., T., 4 to 8 ins. 15.00 75.00			• GLOBE ARBORVITAE <i>Woodwardii</i> 1-yr., T., 4 to 6 ins. 30.00 200.00 4-yr., T. 40.00 350.00 <i>Hovey's</i> 1-yr., T., 4 to 6 ins. 30.00 200.00		
• NORWAY SPRUCE Fast-growing. Special strain seed of our own collection. 2-yr., S., 5 to 8 ins. 7.00 35.00 5-yr., T., 8 to 12 ins. 25.00 125.00 Excellent understock.			• PYRAMIDAL ARBORVITAE—Compacta 1-yr., T., 4 to 6 ins. 25.00 200.00		
• WHITE SPRUCE 3-yr., S., 6 to 10 ins. 9.00 45.00 3-yr., T., 5 to 10 ins. 12.00 60.00			• JAPANESE HOLLY <i>Ilex Rotundifolia</i> 1-yr., T., 5 to 8 ins. 20.00 150.00 5 to 8 ins. 20.00 150.00		
• COLORADO BLUE SPRUCE 3-yr., S., 5 to 8 ins. 12.00 60.00 4-yr., T., 6 to 10 ins. 25.00 125.00			• NORWAY MAPLE 2-yr., S., 10 to 15 ins. 14.00 70.00		
• DOUGLAS FIR 3-yr., S., 6 to 12 ins. 10.00 50.00			• WHITE DOGWOOD 2-yr., S., 12 to 20 ins. 15.00 75.00		
• AMERICAN ARBORVITAE 3-yr., S., 6 to 12 ins. 8.00 40.00					
• CANADIAN HEMLOCK 3-yr., S., 6 to 12 ins. 16.00 80.00					
• RED BARBERRY 3-yr., S., 6 to 15 ins. 11.00 55.00 4-yr., S., 12 to 24 ins. 15.00 75.00					

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Ask for our famous Christmas Tree Growers Guide.

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Sunday, August 21

- 2 P. M. Registration, lobby of the Blackstone and Carlton hotels.
Junior Tanners' hospitality room opens, Pine room, Blackstone hotel.
2:15 P. M. T. A. N. board of directors' meeting.
5:30 P. M. Get-acquainted party, ballroom of the Blackstone hotel.

Monday, August 22

- 10 A. M. General meeting, American Legion hall.
Address of welcome, by the mayor of Tyler.
Obituary report, by Louis Hulme.
President's report and appointment of special committees.
Executive secretary's report.
12:15 P. M. Lunch, American Legion hall. Speaker: Dr. Kenneth McFarland.
2 to 4:30 P. M. Buses leave on the half hour for visits to the Tyler Municipal Rose Garden.
Local nurserymen and firms will arrange trips to rose fields and processing rooms.

- 7:30 P. M. Informal dinner and dance, American Legion hall.

Tuesday, August 23

- 10 A. M. General meeting, American Legion hall.
Address: "Pruning," by Dr. M. M. Thompson.
Landscape session—Robert S. Reich.
12:15 P. M. Ladies' luncheon, Blackstone hotel.
1:30 P. M. General meeting, American Legion hall.
Film, "How to Sell Quality," Clark Kidd, moderator.
Wholesale nurserymen's meeting.
7:30 P. M. Past presidents' dinner, American Legion hall, and dance, ballroom of the Carlton hotel.

Wednesday, August 24

- 9:30 A. M. Address: "The Growing of Container Stock," by Dr. V. T. Stoutemyer.
Talk by Curtis Porterfield, administrative assistant, A. A. N.
Election of officers.
A. A. N. Region V luncheon, Carlton hotel.

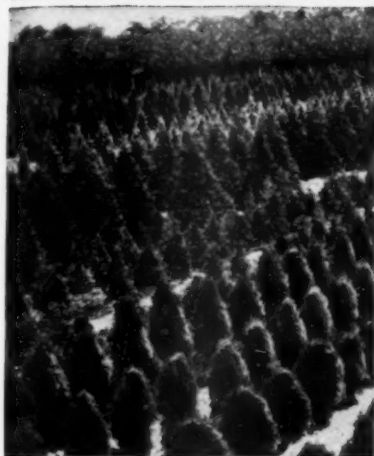
FLORIDA SHORT COURSE

The Florida agricultural extension service will sponsor the first annual nurserymen's and growers' short course at the University of Florida, August 24 to 26.

The extension ornamental horticulturists, in conjunction with research and teaching staffs and with prominent growers, will present a program of talks and demonstrations. The demonstrations will complement lecture material and will show the effects of good versus poor growth practices. The topics to be

Now . . . a completely new kind of nitrogen for:

NURSERY STOCK



GREENHOUSE PLANTS



TURFGRASS



Test plot showing the effect of "Uramite" applied at 10 lbs. per 1,000 sq. ft. Turfgrass in foreground received conventional fertilizer treatment.

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FERTILIZER COMPOUND

Just one application of this new product of Du Pont research meets all the nitrogen needs of nursery stock, ornamentals and turfgrass for an entire season! Non-leaching "Uramite" releases nitrogen required for optimum plant growth all season long with complete safety! "Uramite," 38% nitrogen, means new efficiency and economies . . . one bag provides nitrogen equivalent to six or eight bags of most fertilizers. It's odorless, free-flowing, clean and easy to apply and leaves no residue.

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Darwin Tulips

(In bags of 100)

Top size—13 cm. and up	Per 1000
Afterglow—Orange-salmon edge, 26 ins.	\$42.00
Allbright—Bright red, 24 ins.	40.00
Bartigon—Crimson-red, 24 ins.	38.00
Charles Needham—Extra scarlet, 28 ins.	55.00
Clara Butt—Appleblossom-pink, 26 ins.	38.00
Cordell Huli—Red with white stripes	50.00
Farncombe Sanders—Rose-scarlet, 28 ins.	38.00
Greuze—Violet-blue, 26 ins.	40.00
Pride of Haarlem—Large red, 28 ins.	38.00
Princess Elizabeth—Rose-pink, 26 ins.	40.00
Prunus—Salmon-pink, 24 ins.	38.00
Queen of Night—Black, 28 ins.	38.00
Red Pitt—Scarlet, good forever, 26 ins.	42.00
Rose Copland—Orchid, 24 ins.	38.00
Victoire d'Oliveria—Deep red, 28 ins.	40.00
Wm. Pitt—Red, 24 ins.	38.00
Yellow Giant—Deep yellow, 30 ins.	40.00
Zwanenburg—Pure white, 26 ins.	40.00
Rainbow Mixture—All colors	36.00

Cottage Tulips

Albino—Pure white, 22 ins.	42.00
Cararra—Purest white, 24 ins.	40.00
Dido—Orange-red with orange edge, 28 ins.	40.00
Golden Harvest—Pure, large yellow	38.00
Marjorie Bowen—Soft salmon-rose, 28 ins.	40.00
Mothers Day—Pale yellow, 28 ins.	38.00
Princess Margaret Rose—Yellow, red edge	38.00
Rainbow—Fine Mixture	36.00

Peony-flowering Tulips

Coxa—Orange-red, yellow margin, 24 ins.	75.00
Eros—Old rose, very double, 28 ins.	80.00
Mt. Tacoma—Pure white, 26 ins.	50.00
Nizza—Yellow striped, feathered red, 26 ins.	50.00
Uncle Tom—Dark glittering red, 28 ins.	95.00

Single Tulips

(In bags of 100)

Top Size	Per 1000
Couleur Cardinal—Dark red	\$45.00
Keizerskroon—Red with yellow border	60.00

Double Tulips

Electra—Wine-red	46.00
Mr. van der Hoeft—Yellow	46.00
Orange Nassau—Orange	46.00
Peachblossom—Deep pink	46.00

Parrot Tulips

Top Size 13 cm. and up

Black Parrot—Black, 26 ins.	70.00
Blue Parrot—Heliotrope	50.00
Fantasy—Clear pink with green stripes	40.00
Orange Favorite—Deep fragrant	38.00
Red Champion—Immense, fiery-red	60.00
Sunshine—Golden-yellow	60.00
Therese—Cherry-red (strong)	50.00

Triumph Tulips

Top size 13 cm. and up

Bandoeng—Mahogany-red, yellow edge	40.00
Crater—Deep crimson-red	42.00
Crown Imperial—Crimson-red with yellow border	42.00
Edith Eddy—Red with white border	42.00
Elmus—Scarlet, creamy-white edge	45.00
Kansas—Pure white	40.00
Mr. Kerbert—Appleblossom, 26 ins.	50.00
Red Giant—(the best red)	65.00
Rhineland—Orange-yellow	38.00
Ursa Minor—Golden-yellow	50.00

Botanical Tulips

Eichleri—Crimson-scarlet	38.00
Red Emperor—Extra-large, scarlet	65.00

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(Packed 50 in a bag)

Bismarck, porcelain-blue	
King of the Blues, deep blue	
La Victoire, fine red	
L'Innocence, pure white	
Marconi, deep pink	
Ostara, medium blue	
Queen of the Blues, light blue	
Queen of the Pinks, large pink	
Yellow Hammer, golden-yellow	

	Per 100
Top size 18 to 19 cm.	\$12.50
Extra hedding size 15 to 16 cm.	8.00

MUSCARI

	Per 1000
(Grape Hyacinths) Top size	\$16.00
Album—White	25.00

DUTCH IRIS

	10 to 11 cm.	9 to 10 cm.	8 to 9 cm.
Wedgwood—Light blue	\$40.00	\$28.00	\$18.00
Golden Harvest—Yellow	\$28.00	\$18.00	\$10.00
H. C. Van Vliet—Blue	28.00	18.00	10.00
Imperator—Deep blue	25.00	16.00	10.00
White Excelsior—White	28.00	20.00	12.00

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DAFFODILS

Heavy Mother Bulbs Per 1000

Carlton—Large open cup	\$75.00
Geranium poetaz—6 to 8 flowers	70.00
Golden Harvest—Very large yellow	100.00
Imperator—Large, pure white	105.00
King Alfred—Best yellow, frilled	80.00
Mount Hood—Large white	125.00
Rembrandt—Large yellow—Imp. K.A.	85.00
Scarlet Elegance—Yellow, cup deep orange	65.00
Texas—Double orange	90.00
Thalia—Pure white, 4 to 5 blooms	100.00
Mixture for Naturalizing—D. N. and Round	45.00

CROCUS

	9 to 10 cm.	8 to 9 cm.
Purpureus Grandiflorus—Large purple	\$22.00	\$18.00
Mont Blanc—Pure white	34.00	22.00
King of the Striped—White lilac	28.00	22.00
Mammoth Yellow—Golden-yellow	38.00	30.00
Mixture—All colors	26.00	22.00

Snowdrops, nivalis	25.00
Scilla Campanulata—in 3 colors, blue, white, pink	20.00
Chionodoxa Luciliae	16.00

covered include plant nutrition, plant propagation, insect and disease control and selling practices.

Lunch and dinner arrangements are on one's own. Evening discussion session will be held from 7:30 to 9:30 Thursday and Friday. A detailed schedule of the program follows:

August 24—Morning

Tour of university facilities, including research greenhouses, buildings and grounds, nursery and cut flower production area, Wilmet Memorial Gardens, teaching greenhouses, state plant board greenhouses and the turf plots and nursery.

August 24—Afternoon

Moderator—E. W. McElwee.
Welcome, by Dr. J. Wayne Reitz, president of the University of Florida.

"Your Horticulture Department," Dr. Walter Reuther, head of the department of horticulture.

"Plant Diseases and Insect Diagnosing," Howard N. Miller and Louis C. Kuitert.

"Fungicides and Insecticides and Their Uses," James E. Tammen and James E. Brogdon.

"Soil Fumigation," C. E. Williamson.

August 25—Morning

Demonstrations of methods of controlling diseases and insects.

August 25—Afternoon

"Selling and Handling Foliage Plants," Alex Laurie.

"Selling and Handling Container-grown Nursery Stock," R. E. Brown.

"Citrus Budwood Certification Program," Fred Lawrence.

"Propagation," Jasper N. Joiner.

August 26—Morning

"Fertilizer Nutrients and How They React in the Soil," Daniel O. Spinks.

"Fertilizer Mixtures for Different Types of Plants," E. W. McElwee.

"Factors Affecting Fertilizer Utilization by Plants," Tom Sheehan.

Question and answer period.

HORTICULTURISTS MEET

Leading horticulturists will report results of recent experiments at the annual meetings of the American Society for Horticultural Science, to be held at Michigan State University, East Lansing, September 6 to 8.

A number of sections of the society will meet simultaneously during the meetings, each dealing with a different phase of horticulture, some with fruits, some with vegetables and still others with ornamentals, and processing and handling.

"The Control of Growth of Woody Ornamentals in Field and Storage," by Ray Taylorson, LeRoy Holm and G. E. Beck.

"Effect of Maleic Hydrazide and Some Other Growth Regulators on Prolonging Dormancy of Nursery Stock in the Field," by Thomas I. Pinney, Jr., and L. C. Chadwick.

"Propagation of Rhododendrons by Air Layering," by R. L. Ticknor.

"Prepackaging Ornamental Plant Materials for Mail-order Shipment," by J. P. Mahlstede.

"Propagation of Red Raspberries by

PACIFIC COAST NURSERY

Specializing in
**FRUIT TREE
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**SHADE
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 JOHN HOLMASON

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 and QUINCE
 SEEDLINGS**

Present Owners: JOHN HOLMASON and MARTIN and J. P. HOLMASON

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PIONEER SEEDLING GROWERS ON THE PACIFIC COAST SINCE 1914
THE LARGEST FRUIT TREE SEEDLING GROWERS IN THE UNITED STATES.

Our Fruit Tree Seedlings are grown in Oregon and Washington and are hardy, well matured and free from disease.

We ship in combination or pool cars to be distributed from some central distributing point. If you haven't tried our seedlings, send us a trial order. We aim to please.

We also grow Shade and Flowering Trees and Dwarf Pear Trees, one and two years old.

Visitors are always welcome to visit our nursery.

French Apple Seedlings, Str. and Br.
 Domestic Apple Seedlings, Str. and Br.
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 Calleryana Pear Seedlings

Myrobalan Plum Seedlings
 Mazzard Cherry Seedlings
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Nocturne
Peace
Prima Donna
Rex Anderson
Show Girl
Sonata
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Sutter's Gold
Tawny Gold
Tiffany
White Swan

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Cl. Crimson Glory
Cl. Floradora
Cl. Goldilocks
Cl. Peace

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Betty Prior
Easter Parade
Embers
Fashion
Frolic
Geranium Red
Glacier
Goldilocks
Independence
Irene of Denmark
Jiminy Cricket
Lilibet
Ma Perkins
Masquerade
Pinocchio
Red Cap
Red Pinocchio
Summer Snow
Vogue
Yellow Pinocchio

GRANDIFLORA

Carrousel
Queen Elizabeth
Roundelay

STANDARD VARIETIES

HYBRID TEA

Ami Quinard
Betty Uprichard
Christopher Stone
Condesa de Sastago
Countess Vandal
Crimson Glory
Duquesa de Penaranda
Eclipse
Edith Nellie Perkins
Editor McFarland
Etoile de Hollande
Ena Harkness
Frau Karl Druschki
Golden Dawn
Grenoble
Joanna Hill
Kaiserin Auguste Viktoria
Margaret McGredy
McGredy's Ivory
McGredy's Scarlet
McGredy's Yellow
Mme. Joseph Perraud
Mrs. Erskine Pembroke Thom
Mrs. Pierre S. du Pont
Mrs. Sam McGredy
Nigger Boy
Night
Numa Fay
Picture
Pink Dawn
Poinsettia
President Herbert Hoover
Sœur Therese
Talisman
The Doctor
Ville de Paris

CLIMBERS

Cl. American Beauty
Cl. Blaze
Cl. Charlotte Armstrong
Cl. Etoile de Hollande
Cl. New Dawn
Cl. Paul's Scarlet
Cl. President Herbert Hoover
Cl. Yellow Lion

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Frensham
Improved Lafayette
Pink Bountiful
Poulsen's Bedder
Prosperity
Red Ripples
Rosenelfe
Sirens

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SCHWEDLER AND NORWAY MAPLES IN QUANTITY,
6 to 8 ft. and 8 to 10 ft.

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Softwood Cuttings," by M. W. Williams and R. A. Norton.

"The Performance of McIntosh Strains," by W. D. Weeks.

Bus tours of important areas of fruit, vegetable, flower and nursery crop production in Michigan will be available for interested parties September 9 and 10, immediately after the meetings.

Lodging and meals will be available on the university campus either in residence halls or at the Kellogg Center for Continuing Education. To make advance registrations, write to J. D. Jackson, Continuing Education Center, Michigan State University, East Lansing, Mich.

NEW YORK ARBORISTS

The summer meeting of the New York State Arborists' Association will be held August 30 and 31 at the Long Island Agricultural and Technical Institute, Farmingdale, L. I.

The first morning, Carl Wedell, head of the school of horticulture at the institute, will welcome the visitors, and members of his staff will present illustrated talks. In the afternoon will be held a business meeting, at which Dewhurst W. Wade will preside, awards in the large elm tree contest made by Dr. A. M. S. Pridham, a legislative report given by Fran Larmore and other matters discussed.

Later in the afternoon demonstrations will be made of chain saws, mist blowers, sky lifts, etc. An outdoor picnic supper will be followed by a short evening program.

The second day will be given over to a tour of the planting fields, arborium and other points of special interest on the institute's grounds.

COLMAN AWARD TO HUME

On a preceding page, in the general report of the proceedings of the convention of the American Association of Nurserymen at Toronto, mention is made of the fact that Dr. H. Harold Hume, Jacksonville, Fla., had received the association's Norman J. Colman award for 1955, for outstanding contributions to research in the field of horticulture. The following notes on Dr. Hume's career indicate both the breadth and depth of his associations with the horticultural field.

Born in Canada in 1875, Dr. Hume was graduated from the Ontario Agricultural College, Guelph, and later matriculated at Iowa State College, Ames, in 1898, where he was awarded B. S. and M. S. degrees. From 1899 to 1904, Dr. Hume served as botanist at the Florida



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...and East to West**

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P & D ROSES**

"Now that the pressure is off our spring rush, it is a pleasure to report on our experience with your roses. We potted practically all of them and the results were almost perfect. We were very pleased and want you to know it."

ADAMS NURSERY
Westfield, Mass.

"We sincerely believe that the roses that we have obtained from your splendid organization averaged the best in quality from any source that we have ever purchased roses from. They have made many friends for us among our garden customers."

H. G. HASTINGS CO.
Atlanta, Ga.

"Just want to let you know how nice your roses were this year. They sure do look fine. Thank you so much for the new ones."

HALL'S NURSERY
St. Clair Shores, Mich.

"We have had excellent results again with your roses this year. The stock was especially nice and we did a very good business with all that we potted."

TAYLOR NURSERIES
Seattle, Wash.

"IT'S THE ROOT THAT MAKES THE DIFFERENCE"

All P&D Roses are budded on a Super Strain Multiflora Root. This new basic improvement in roses is exclusively ours after 20 years of development. It means bigger, better, hardier roses...less loss in handling...more customer satisfaction.

Most All-American Winners
and popular roses are included
in our new listing of 230
varieties. Send for it.

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Now booking orders for early pool car shipments to eastern and southern points.

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ROSE GROWERS
SCAPPOOSE OREGON



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Two-Year Transplants In:
FORSYTHIA LYNWOOD GOLD
JUNIPERUS ANDORRA
JUNIPERUS HETZI
JUNIPERUS PFITZERIANA
TAXUS CUSPIDATA, spreading
TAXUS DENSIFORMIS
TAXUS HATFIELDI
THUJA WOODWARDI

Two-Year Grafts In:
RED JAPANESE MAPLE

One-Year Grafts In:
JUNIPERUS VIRGINIANA GLAUCA
JUNIPERUS SARGENTI

One-yr. Seedlings In:
COTONEASTER HORIZONTALIS
COTONEASTER PRAECOX

HELLEBORUS NIGER

(Christmas Rose)

Strong 3-yr. transplants

Blooming Size

Suitable to pot for roadside stand sales.

\$50.00 per 100 **\$450.00** per 1000

TAXUS CAPITATA

Strong 2-yr. seedlings.

Seed sown lightly. Plants grown with plenty of room in beds.

\$15.00 per 100 **\$125.00** per 1000

VIBURNUM CARLESI

This is the first time since the beginning of the war that we have been able to offer a batch of Viburnum Carlesi seedlings. All these years we have not been able to buy any seed and still cannot buy any, but can offer these seedlings because we have our own seed by this time. We offer for fall, 1955, and spring, 1956, the following:

Strong 2-yr. seedlings,	Per 100	Per 1000
4 to 6 ins.	\$15.00	\$125.00
6 to 8 ins.	20.00	175.00
8 to 12 ins.	30.00	250.00
Transplants, branched,		
12 to 18 ins., mail-order size	75.00	.....

COTONEASTER PRAECOX

This is one of the hardiest Cotoneasters and went through 20 degrees below zero without any harm. It has large berries like cranberries which color up in the middle of August and remain on until very late fall. It grows rather flat and makes an ideal plant to mix in with foundation plantings and especially with ranch-type houses. We can offer for fall, 1955, and spring, 1956, the following:

Strong 1-yr. seedlings, branched,	Per 100	Per 1000
4 to 8 ins.	\$25.00	\$225.00
Transplants, 2-yr.,		
8 to 12 ins.	50.00

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NEWPORT, R. I.

Agricultural College in Lake City, then went to the North Carolina experiment station as state horticulturist. In 1906 he returned to Florida to enter the nursery business at Glen St. Mary and in 1912 became a naturalized citizen of the United States. In 1918 he was in business at Jacksonville, Fla.

Meanwhile Dr. Hume had published "Citrus Fruits and Their Culture" and "The Pecan and Its Culture" and had written and helped to put through the Florida state legislature of 1915 the first plant board act. He served as president of the state horticultural society from 1909 to 1922. In 1929, when the Mediterranean fruit fly was discovered in Florida, he assisted in its eradication. In the same year Dr. Hume's book, "Gardening in the Lower South," was first published. He enlarged that work last year. Among numerous other books he has authored are volumes on azaleas and camellias and on hollies.

In 1930 Dr. Hume became assistant director of the Florida agricultural experiment station and in 1938 became dean of the college of agriculture at the University of Florida, Gainesville. He was awarded the Massachusetts Horticultural Society's Jackson-Dawson memorial

medal for work in azalea propagation in 1935, and in 1937 the Florida Academy of Science awarded him a gold medal. The Arthur Hoyt Scott garden and horticulture award was given Dr. Hume by the Scott Foundation at Swarthmore College, Swarthmore, Pa., in 1944. He has been the recipient also of the governor general medal of the Ontario Agriculture College and honorary degrees from Clemson College, Clemson, S. C., and the University of Florida. From 1943 Dr. Hume was also provost for agriculture at the University of Florida. He retired in 1949.

LANDSCAPE MATERIAL FALL, 1955

Full — Sheared — All B&B

Japanese Beetle zone only.

PFITZER JUNIPER	15 to 18 ins. and 18 to 24 ins.
PYRAMIDAL ARBORVITAE	18 to 24 ins. and 2 to 3 ft.
HICKS YEW	15 to 18 ins. and 18 to 24 ins.
JAPANESE SPREADING YEW	15 to 18 ins. and 18 to 24 ins.

Write for prices • Inspection invited

BROUWER-HUTT NURSERIES

GLASTONBURY, CONN.

KUSTRON NURSERY SALES, 28530 Orchard Lake road, Farmington, Mich., was recently opened by Edward Kustron and Thomas Kicinski. Growing evergreens on two and one-half acres of land, the nursery firm will do a retail business.

ERNEST L. BARTLE will succeed the late C. E. Neilkirk as president of the Hagerstown Nursery Co., Hagerstown, Md. Mr. Bartle was formerly vice-president of the firm and is second vice-president of the Maryland Nurserymen's Association.

HOLLAND - GROWN HYBRIDS

Imported by Plane

RHODODENDRONS

AMERICA, red
 CARACTACUS, purplish-crimson
 CATAWBIENSE ALBUM, white
 CATAWBIENSE BOURSALT, rosy-lilac
 CUNNINGHAM'S WHITE, white
 DR. H. C. DRESSSELHUY, crimson
 DR. H. J. LOVINK, bright crimson
 DR. V. H. RUTGERS, red-fringed
 EDWARD S. RAND, red
 ENGLISH ROSEUM, rose
 EVERESTIANUM, rosy-lilac fringed
 FASTUOSUM FLORE-PLENO, double mauve
 F. D. GODMAN, dark red
 GIGANTEUM, light red
 GOMER WATERER, blush-white
 IGNATIUS SARGENT, purplish-red

JOHN WALTER, light crimson
 KATE WATERER, pink, yellow blotch
 LEE'S DARK PURPLE, purple
 LORD ROBERTS, dark red, black blotch
 MME. CARVALHO, white, greenish spots
 MME. MASSON, white, yellow blotch
 MRS. P. DEN OUDEN, red
 PARSONS GLORIOSUM, rose-lilac
 PARSONS GRANDIFLORUM, purplish-rose
 PELOPIDAS, light-crimson
 PROFESSOR F. BETTEX, fine red
 ROSEUM ELEGANS, rose tinted lilac
 VAN DER BROEKE, crimson
 VAN DER HOOP, carmine-rose
 VAN WEERDEN POEIMAN, crimson

Minimum order 100.

	1-yr. grafts	2-yr. grafts
100 to 249	\$0.70 each	\$1.20 each
250 and up .....	.65 each	1.15 each

Delivery from N. Y.; price includes brokerage, customs and all other charges. You pay freight charges from N. Y. to destination point.

AZALEAS

Azalea Mollis and Mollis x Sinensis

BABEUF, orange-red, tinged salmon
 CHEVALIER DE REALI, light yellow
 COMTE DE GOMER, bright pink
 COMTE DE QUINCY, yellow
 CONSUL PECHER, pink
 DR. REICHENBACH
 EMILE LIEBIG, salmon-orange
 FRANS VAN DER BOM, salmon-orange

HORTULANUS H. WITTE, orange-yellow
 HUGO HARDYZER, bright red
 HUGO KOSTER, salmon-red
 J. C. VAN TOL, bright red
 NICHOLAS BEETS, yellow, tinted bronze
 T. J. SEIDEL, salmon-orange
 W. E. GUMBLETON, yellow

A L S O : AZALEA MOLLIS, choice varieties (including Mollis x Sinensis)
 AZALEA PONTICA HYBRIDS, hardy Ghent Azaleas
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 AZALEA HARDY KURUME
 AZALEA MALVATICA HYBRIDS

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Varied Topics Discussed at S. Carolina Convention

By Margaret F. Higdon



New officers of the South Carolina Nurserymen's Association, left to right, Eugene Dabbs, Mayesville, vice-president; Rudolph Anderson, Greenville, president; Mrs. Robert E. Marvin, Walterboro, secretary-treasurer, and J. J. Bracken, Piedmont, executive committee. Also elected to the executive committee, but not included in the photograph reproduced, were E. Lamar Smith, Trenton, and Marshall W. Hills, Charleston.

Rudolph Anderson, Mountain View Nurseries, Greenville, S. C., was elected president of the South Carolina Nurserymen's Association for the following year at the group's eighth annual convention at Spartanburg, June 9 to 11. Other officers on the slate submitted by the nominating committee and elected unanimously at the final business session were the following: Vice-president, Eugene Dabbs, Mayesville; secretary-treasurer, Mrs. Robert E. Marvin, Walterboro, and executive committee members, E. Lamar Smith, Trenton; Marshall W. Hills, Charleston, and J. J. Bracken, Piedmont. Dwight Cain, Spartanburg, was convention chairman and Rudolph Anderson, Greenville, was program chairman.

After registration Thursday afternoon, June 9, at the Cleveland hotel, headquarters, the convention group motored to the Spartanburg Country Club for cocktails and a steak dinner. Afterward, dancing and visiting occupied the evening until return to the hotel at midnight.

Convention Opening

President E. Lamar Smith opened the business session Friday morning. After invocation by the Rev. I. E. Wallace, Clemson, President Smith asked for the report of the secretary-treasurer, which, as rendered by Mrs. George Segelken, Summerville, brought everyone up to date on the activities of the association since the last meeting. President Smith then appointed the following committee chairmen: Nominating, C. Norwood Hastie, Jr., Charleston; auditing, Robert E. Marvin, Walterboro, and resolutions, Margaret F. Higdon, Charleston.

In his address the president expressed appreciation to all who had

assisted him during his term. One of the projects sponsored the past year was a campaign of publicity aimed to advise homeowners to beware of purchasing substandard plants.

Irrigation Panel

H. P. Lynn, assistant extension agricultural engineer of Clemson College, Clemson, led the morning's lecture session with a discourse on "Fundamentals of Irrigation." Close attention was given Mr. Lynn, prob-

ably inspired by the nurserymen's fate in last summer's drought, as well as Mr. Lynn's apparent knowledge of the subject. Mr. Lynn cited various methods of irrigation applicable to nurseries and costs per acre for both permanent and portable equipment.

A panel discussion on irrigation followed, led by John F. Brailsford, Shady Grove Nursery, Orangeburg. In addition to Mr. Lynn, several nurserymen experienced in irrigation

EVERGREENS

300 acres of choice Evergreens
ready for immediate resale

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TAXUS

Capitata (upright), 3 to 9 ft.
Also hicksi, hatfieldi, intermedia
and others

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60 acres growing. Skaneateles, N. Y.

Insure your earnings 9 ways with this famous fungicide

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GARDEN FUNGICIDE (containing captan)



Controls all these plant diseases:

1. **Damp-off** on cuttings such as azaleas, chrysanthemums, carnations.
2. **Rot diseases** on many plants and seedlings when used as preplanting soil treatment.
3. **Rust, leaf spot, Botrytis Flower Blight** on carnations, chrysanthemums and other flowers.
4. **Black spot** on roses.
5. **Brown patch leaf spot and root rot** on lawns and turf.
6. **Blight, leaf spot and downy mildew diseases** on certain vegetable plants.
7. **Scab, leaf spot, brown rot** on fruit and ornamental trees.
8. **Protects certain seeds and bulbs** from damp-off and rot diseases.
9. **Powdery mildew** on tuberous begonias.

Call your nearest distributor or jobber salesman or ORTHO representative today for more details on how ORTHOCIDE can increase *your* profits.



Above photo shows results of California Spray-Chemical research tests when chrysanthemum (upper half) and carnation cuttings (lower half) were treated with ORTHOCIDE. In each case the two on the left are untreated and the two on the right are ORTHOCIDE treated.

On all chemicals read directions and cautions before use.

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ORTHO
SCIENTIFIC PEST CONTROL

GUARANTEED-TO-LIVE TRANSPLANTED EVERGREENS

	Per 1000
Douglas Fir, 4-yr. transplants, (2-2), 4 to 10 in.	\$65.00
Douglas Fir, 3-yr. transplants, (2-1), 2 to 4 in.	\$55.00
Austrian Pine, 4-yr. transplants, (2-2), 5 to 10 in.	\$65.00
Austrian Pine, 3-yr. transplants, (2-1), 3 to 6 in.	\$60.00
Mugho Pine, 4-yr. transplants, (2-2), 3 to 6 in.	\$60.00
Japanese Black Pine, 3-yr. transplants, (2-1), 3 to 6 in.	\$50.00
Red Pine, 4-yr. transplants, (2-2), 5 to 10 in.	\$65.00
Red Pine, 3-yr. transplants, (2-1), 3 to 5 in.	\$50.00
White Pine, 4-yr. transplants, (2-2), 5 to 10 in.	\$60.00
Norway Spruce, 4-yr. transplants, (2-2), 4 to 10 in.	\$65.00
White Spruce, 4-yr. transplants, (2-2), 5 to 10 in.	\$65.00

TERMS

Cash with order; or one-half cash with order, balance C.O.D. All prices F.O.B. Fryeburg, Maine, net; no discounts. 250 trees of any one kind and size at the 1000 rate. For less than 250 of one kind, ask for retail price list. No extra charge for boxes or packing.

OUR GUARANTEE

90 per cent of all transplants sold at regular wholesale prices as quoted in this list are guaranteed to live. Replacements will be made free of charge for any losses in excess of 10 per cent of the number purchased, provided we are notified of such losses by October 1, 1956.

We believe that we grow and ship more transplanted evergreen trees than any other privately owned nursery in the country. Several other varieties of transplants available. Send for complete list of stock.



WESTERN MAINE FOREST NURSERY CO. DEPT. AN-815 FRYEBURG, MAINE

Imported stock from America's headquarters for

TREE PEONIES!

Choicest Japanese varieties! Vigorous 2 to 3-year-old plants! Guaranteed true to name! Fall delivery!

Write for list.

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LINDEN LANE

GLEN HEAD, L. I., N. Y.

SUGAR MAPLE

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Streets—Parks—Forests

Long life—Strength—Coloring

Collected. Nursery-Grown.

Any quantity available.

½ to 12-in. cal.

Beech, Ash, Red Maple, Red Oak, Birch and Shadblow also available.

R. H. ROGERS NURSERY

COOPERSTOWN, N. Y.

BIG

We have one of the largest available supplies of big specimen material, including:

TAXUS CUSPIDATA

- HYBRID RHODODENDRON
- TSUGA CANADENSIS
- GINKGO BILOBA
- AZALEA
- ILEX BUXIFOLIA
- ILEX OPACA
- TAXUS FASTIGIATA
- TAXUS REPANDENS

For 37 years
one of America's
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NURSERIES
Cockeysville, Md.

practices served as panel members.

Every nurseryman who had undergone unfortunate experiences the past year was anxious to hear the address by George Sawada, Mobile, Ala., for his subject was "Status of the Nursery Industry at Present and How We Can Face the Future." Mr. Sawada reviewed past events, weatherwise and otherwise, and then pointed out that the outlook for the future appears good. The potential is great, not only because of the increase of home building, but because of more interest in home gardening, which has been induced by garden clubs, garden publications, radio and television garden shows and the publicity from trade organizations and other sources. He said the highway beautification programs all over the country should help nursery business everywhere and ended his address with the challenge for nurserymen to go home determined to make the nursery industry the profitable one it should be.

"Latest Methods of Controlling Insects" was the topic discussed by Dr. J. H. Cochran, South Carolina entomologist, Clemson. He maintained that malathion still seems to be the best all-round insecticide, since it provides the killing power of parathion with a much lesser degree of toxicity to the operator. He disclosed that work is continuing on systemic insecticides and he hopes some useful information on them will be available before long. He also pointed out that few of the uncommon pests, such as Japanese beetles, white-fringe beetles and the imported fire ant, are to be found in this territory, and he went on to say that there are many good insecticides to control the commoner insect pests that are usually persistent.

After Dr. Cochran's address, the morning session was adjourned, and lunch was next on the agenda. The men dined at the hotel, while Mrs. Dwight Cain was hostess at a luncheon for the ladies at the Spartanburg Country Club.

Visit Nursery

In the early afternoon the entire convention group met at the Spartanburg Landscape & Nursery Co. establishment for an interesting tour of the nursery and a fine demonstration of irrigation equipment in action.

At 7 o'clock the ballroom of the hotel was the scene of a cocktail party and banquet. Dancing after dinner was continued until late.

Saturday morning the lecture session was begun by Prof. F. W. Thode, of Clemson College, addressing the

Merchandise

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wrap to *Protect* and *Sell* with

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INSURE PLANT SURVIVAL

Thilco Nursery Wraps, designed just for you, come in a wide selection of grades and types of waterproofness, flexibility and strength. Standard grades include asphalt, polyethylene or foil treatments in various attractive colors, in rolls, sheets or spiral windings. Special grades are also available — and all can be Print-Decorated with any message you choose including specific plant care and directions.



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An almost limitless variety of bags of all sizes, types, weights and duplex papers are also available from Thilco and likewise can be "matched" in color and Print Decorating to your "functional" protective papers. Bags can be furnished punched for ventilation, tinted for ease of handling or as plain as you desire. Our bag department is at your service!



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... Are yours with Thilco PRINT-DECORATED Nursery Wraps. Numerous nurserymen throughout the country provide an extra merchandising service and good-will builder by using their PERSONALIZED nursery papers as mats or liners for protecting their customer's car interiors on pick-up deliveries. Add this to your service and see how pleasantly your customers react.

Yes — for just a fraction of a cent per unit more you can "sell" while you "protect" with Thilco Nursery Wraps. Any type you choose can be furnished attractively Print-Decorated with your name, trade-mark or any message you wish. Thilco Nursery Wraps come in 11 standard grades including several POLYETHYLENE wrappers to meet your every need for plant survival in storage and transit. In addition, Thilco can provide any number of paper grades and specialty bags for ordinary "over the counter" plant and flower wrappings in matching colors and print decorated identification to give you a complete package-wrapping ensemble. Write today — get the complete facts on Thilco papers.



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LANDSCAPE-SIZE SHRUBS				PAPER BIRCH			
		Per 10	Per 100			Per 100	Per 1000
Clethra alnifolia				Betula papyrifera			
18 to 24 ins., clumps	.....	\$4.00	\$35.00	2 to 3 ft.	.....	\$ 8.00	\$ 70.00
2 to 3 ft., clumps	.....	6.00	50.00	3 to 4 ft.	.....	25.00	200.00
3 to 4 ft., clumps	.....	8.00	70.00	4 to 6 ft.	.....	40.00	300.00
Ilex verticillata				6 to 8 ft.	.....	90.00	.....
2 to 3 ft., clumps	.....	6.00	50.00				
3 to 4 ft., clumps	.....	7.00	60.00	LINING-OUT STOCK			
Viburnum cassinoides				Acer saccharum			
2 to 3 ft., clumps	.....	5.00	40.00	2 to 3 ft.	.....	12.00	100.00
3 to 4 ft., clumps	.....	7.00	60.00	3 to 4 ft.	.....	30.00	250.00
Viburnum dentatum				4 to 6 ft.	.....	60.00	500.00
2 to 3 ft., clumps	.....	4.50	35.00	Clethra alnifolia			
3 to 4 ft., clumps	.....	6.00	50.00	6 to 18 ins.	.....	7.00	60.00
SUGAR MAPLES				Ilex verticillata			
Unit price in quantities				1 to 2 ft.	.....	10.00	90.00
10 to 50 to				Syringa vulgaris			
Acer saccharum				1 to 2 ft.	.....	7.00	60.00
1 1/4 to 1 1/2 in. cal.	.....	\$ 4.00	\$ 3.50	Viburnum acerifolium			
1 1/2 to 1 3/4 in. cal.	.....	6.00	5.00	6 to 18 ins.	.....	8.00	70.00
1 3/4 to 2 in. cal.	.....	7.00	6.00	Viburnum cassinoides			
2 to 2 1/2 in. cal.	.....	9.00	8.00	1 to 2 ft.	.....	8.00	70.00
2 1/2 to 3 in. cal.	.....	12.00	11.00	Viburnum dentatum			
CLUMP BIRCH				1 to 2 ft.	.....	8.00	70.00
Per 10 Per 100				HEMLOCK TRANSPLANTS			
Paper Birch				Tsuga canadensis			
4 to 6 ft.,				4 to 8 ins., trans., 2-2	.....	15.00	120.00
3 stems and up	.....	\$30.00	.....	HEMLOCK SEEDLINGS			
6 to 8 ft.,				Tsuga canadensis			
3 stems and up	.....	40.00	.....	6 to 9 ins.	.....	4.00	20.00
Gray Birch				9 to 12 ins.	.....	6.00	45.00
4 to 6 ft.,				12 to 18 ins.	.....	8.00	65.00
3 to 6 stems	.....	25.00	\$200.00				
6 to 8 ft.,							
3 to 6 stems	.....	35.00	250.00				

All stock is first-quality collected material except as otherwise noted. Send for complete wholesale list of Hardy Native Ferns, Lilies, Orchids, Wild Flowers, Trees, Shrubs and Evergreens. We do not have Japanese beetle.

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CRIMSON KING MAPLE

Plant Patent No. 735

F.O.B. Shipping Points					F.O.B. Shipping Points				
West of the Rocky Mountains					East of the Rocky Mountains				
10 to 49	50 to 99	100 to 499	500 to 999	1000	10 to 49	50 to 99	100 to 499	500 to 999	1000
Each	Each	Each	Each	Each	Each	Each	Each	Each	Each
9 - 10 ft. Whips.	\$4.00	\$3.70	\$3.50	\$3.25	9 - 10 ft. Whips.	\$4.15	\$3.85	\$3.65	\$3.40
8 - 9 ft. Whips.	3.50	3.20	3.00	2.75	8 - 9 ft. Whips.	3.65	3.35	3.15	2.90
7 - 8 ft. Whips.	3.00	2.70	2.50	2.30	7 - 8 ft. Whips.	3.15	2.85	2.65	2.45
6 - 7 ft. Whips.	2.50	2.20	2.00	1.85	6 - 7 ft. Whips.	2.60	2.30	2.10	1.95

All F.O.B. shipping points, packing additional at cost. Usual terms to trade accounts. The above is listed subject to prior sale and subject to usual trade terms as mentioned in our trade lists. This cancels all previous lists.

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PACHYSANDRA

The ideal permanent evergreen ground cover plant for shady and semishaded areas in all climates. Strong, well-rooted, 1-yr. plants, grown in outside soil frames: \$4.25 per 100, prepaid, \$38.50 per 1000; \$36.50 per 1000 for 10,000 or more in same shipment. Available for prompt shipment—late March through November. Shipments anywhere. Good packing free.

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SHRUB OAK, N. Y.

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Past winters have proved this variety to be very well adapted for the middle western climate. We have 1, 2 and 3-year liners to offer.

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NEW LONDON, CONN.

SEEDS

for the Nurseryman and Forester.
Write for catalog.

F. W. SCHUMACHER, HORTICULTURIST
SANDWICH, MASS.

group on "Use of Plant Material in Foundation Planting." He illustrated his talk with slides and enlightened the nurserymen on new ways of using old favorite plant materials and some new and on variations in balancing materials in foundation plantings.

Dr. O. B. Garrison, director of the South Carolina experiment station, next spoke on "Research Activities Relating to Problems of South Carolina Nurserymen." The main problem, he said, is water. "The search for water is on," he exclaimed. "Get it somewhere, somehow and use it."

The next speaker was Roy E. Glascoe, manager of the Greenville office of Dun & Bradstreet. His subject was "Credit As Applied to Nurserymen." He stated that while the cash basis is probably the best system of all, there is a need to extend credit in today's business dealings. He explained how monthly or seasonal terms can be arranged to the advantage of both the buyer and the seller. He said that there are a certain number of borderline accounts one must take, for there are definite advantages in risking them, but he also said to weigh them carefully and learn to recognize those that are the profitable risks. He ended his address with the showing of an interesting and inspiring film, entitled "Credit—Man's Confidence in Man."

Memorial Park Planting

Leo B. Scott, landscape consultant, Spartanburg, then spoke on "Plants for Memorial Parks and Soil Conservation." He pointed out that regardless of what the planting is, the first essential in making a memorial park beautiful is to keep it well manicured; pruning and proper care are imperative. He noted that multi-flora roses work well for fences and, when kept in hand, make a beautiful border. If a fence must be used, it should not obstruct a view. He said pyracantha and elaeagnus are seldom used in memorial park plantings, because they are not easily kept in shape. He added that the new *Suwannee River ligustrum* should be fine for memorial parks. He urged the use of flowering trees, especially those of slow-growing nature, instead of Chinese elms and other fast-growing trees.

Methods of stimulating sales were discussed next. C. Norwood Hastie, Jr., in leading the panel, said he finds that most nurseries do not advertise enough. He also added that the nurseries which do not advertise seem to criticize those that do. He

Now after over two years of research and field trials, BIRD brings you its Special-Formula brick-red Growing and Shipping Container . . .



A healthy flowering plant grown in a VITA-M POT.

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VITA-M POT



Note the beautiful root end growth of this plant, and the clean interior surface of the VITA-M from which the plant has been removed.



A display of perky plants in Bird's VITA-M POTS—sure to attract customers.

TEN good reasons why you will want to replace every growing and shipping container you now have with these wonderful new VITA-M POTS.

- 1 Save You Money—Initial cost of VITA-M POTS is far less than ordinary old-fashioned clay pots.
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- 6 Cut Storage Costs—VITA-M POTS nest snugly, and because they are thinner can be stored in smaller space. This means extra working space for you.
- 7 Grow Extra Plant Roots—VITA-M POTS, made with a special formula, actually help plants grow extra root ends.
- 8 Cut Watering Frequency in Half—VITA-M POTS save labor time and trouble with special pores to allow constant moisture level. Dry back and water-logging problems reduced.
- 9 Customers Like VITA-M POTS—Plants stay in perfect condition. VITA-M POTS formula resists fungus growth—stay clean.
- 10 Good Looking—VITA-M POTS are made in the traditional brick-red for the familiar look of a plant pot.

Come in Three Convenient Sizes

SIZE	PRICE PER M	QUANTITY PER CASE	WEIGHT PER CASE
2 1/4"	\$10.75*	1000	10 LBS
3"	17.50*	1000	21 LBS
4"	24.00*	500	20 LBS

*Ask your distributor for delivered prices in your area.

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TOM THUMB FLATS
VITA-POTS

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VITA-M POTS
PERENNIAL POTS
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EVERGREENS,
CALIFORNIA PRIVET,
ROSA MULTIFLORA,
GREEN-LEAVED
BARBERRY

(Berberis thunbergii)
seedlings and transplants.
RED-LEAVED BARBERRY,
2-yr. seedlings (500,000) and
transplants.

Our Berberis atropurpurea strain
is one of the most outstanding in
the U.S.A.

We grow 100,000 roses with
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LILACS ON OWN ROOTS

Leading varieties. All sizes, 3 to 8 ft.
4000, all transplanted.

RED LAKE CURRANTS

Assortment of Large-size Plants
for Landscape Planting

Having sold land, will clear this fall.
Inspection and Correspondence Invited.

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EVERGREEN TREE LINING-OUT STOCK

SUNCREST EVERGREEN NURSERIES

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Quality seedlings and transplants for
Christmas trees and forest planting.

Write for fall, 1955, price list.

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Department of Forests
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Specialists in PERENNIALS SEEDS—PLANTS—BULBS

Perhaps America's largest list of un-
usual plant materials.

Wholesale catalog on request.

PEARCE SEED COMPANY

Dept. N MOORESTOWN, N. J.

urged that everybody advertise more. James Rogers, Florence, showed how his firm had boosted sales in his area by sponsoring a city-wide beautiful yard contest. He cited how the project could work for anyone and outlined how it can be inaugurated.

At the final business meeting an open discussion ensued on a number of subjects, based primarily on information divulged in the lectures heard at the convention. Also during this session, President Smith appointed a necrology committee, composed of Margaret Higdon, chairman; Dwight Cain, and Eugene Dabbs.

A motion was made to invite the Georgia Nurserymen's Association to meet with the South Carolina association next year and for the executive committee to decide the place and work out the details with the Georgia group if it agreed to a joint meeting.

Robert E. Marvin, reporting for the auditing committee, stated that it had found the books in fine order. The report of the resolutions committee, composed of Margaret Higdon, James Sprott and Blair Rodgers, followed.

C. Norwood Hastie, Jr., presented the nominating committee's report at this time, and the slate, as previously mentioned, was unanimously elected, after which the convention adjourned. Margaret F. Higdon

SOUTH CAROLINA CHAPTER

The South Carolina chapter of the American Association of Nurserymen held a meeting in the Civic room of the Cleveland hotel, Spartanburg, S. C., June 11, after the convention of the South Carolina Nurserymen's Association.

President R. B. Taylor, Greer Nursery, Greer, conducted the meeting, during which it was voted on that henceforth the annual chapter meetings would be breakfast sessions. It was believed this would encourage attendance and allow more time for discussions.

John Bregger, Peach Ridge Farms, Clemson, was elected president of the chapter for the next year, and Mrs. Margaret Higdon, Old Fort Nursery, Charleston, was re-elected secretary-treasurer.

Steve Stephenson, of Stephenson's Nurseries, Irmo, was elected delegate to the American Association of Nurserymen convention at Los Angeles, Calif., next year, and F. J. Aichele, Jr., was elected alternate. R. B. Taylor will go as delegate to Toronto, Ont., this year.

The group, led by Mr. Aichele, commended Mr. Taylor for his eight

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IN WIDE ASSORTMENT

Hardy Azaleas, Pink Dogwood, Jap. Red Maples, Old English Boxwood, Lilacs (French Hyb.), Evergreens, etc., in 1, 2 and 3-yr. transplants, at competitive prices. Write for list.

DEERFIELD NURSERIES

DEERFIELD STREET P. O., N. J.

READY NOW

	Per 100	Per 1000
Cornus florida,		
S., 1-yr., grafting size...	\$ 7.50	\$50.00
S., 1-yr., below grafting.	5.00	40.00
Ampelopsis vitifolia (Boston Ivy)		
S., 1-yr., No. 1.....	7.50	60.00
S., 1-yr., No. 2.....	5.00	35.00
California Privet		
1-yr., R.C., 12 to 18 ins....	5.00	45.00
2-yr., R.C., 18 to 24 ins....	7.50	60.00

Free packing for cash with order.

BROUWER'S NURSERIES

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Choice Varieties of Lining-out Stock.

Write for our latest price list.

PALLACK BROS. NURSERIES, INC.

Route 19, 31 mi. north of Pittsburgh, Pa.
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BOULEVARD NURSERIES

Newport, R. I.

- Quality Nursery Stock
- Lining-Out Stock
- Root-Thru Plant Pots

POTTED LINERS

SEEDLINGS TRANSPLANTS

Catalog on request.

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LINING-OUT TAXUS

4-yr., XX; 5-yr., XXX

Bare-root shipment, dirt ball pickup.

MOUNTAINVILLE FOREST NURSERIES

LEBANON, N. J.

A General Line of FRUIT and ORNAMENTAL TREES and PLANTS

BUNTINGS' NURSERIES, Inc.
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FIVE HUNDRED ACRES OF ORNAMENTAL STOCK

Both evergreens and deciduous
in liners and finished materials.
Fall list now ready.

FAIRVIEW EVERGREEN NURSERIES
FAIRVIEW, PA.

Specializing in

BROAD-LEAVED EVERGREENS

We believe we have one of the finest collections of broad-leaved evergreens in the country, and are growing them in quantity.

We also have fine blocks of Taxus, Hemlock, Juniper, Arborvitae, etc., in sizes ranging from cash-and-carry to heavy specimen landscape material.

Fall catalog ready August 15.

You are most cordially invited to visit our nurseries located on Rt. 73, 3 miles south of Reading, Pa.

ANGELICA NURSERIES

Phone Reading, 2-3983

R. D. 1, MOHNTON, PA.

years of service as president of the chapter. Mr. Taylor will continue to serve as membership chairman.

A. A. N. CONVENTION

[Continued from page 10]

The A. A. N. policy, reported Dr. White, as approved by the board of governors, states clearly that "except for production and distribution for experimental, educational and timber production purposes on public lands" government agencies should not be in this business. It is the claim of the A. A. N., he said, that the separation of responsibilities would increase materially the number of acres annually to be forested or protected from erosion. Instead of a burden to the taxpayer, the state and federal government would realize tax revenues. Dr. White hoped that nurserymen would express their opinions on both federal and state problems more frequently.

In the field of quarantine, Dr. White said that it is also important for the nurserymen's business welfare that he take an active interest. Nurserymen, horticulturists, foresters and farmers, directly and first involved in pest problems, should take a firm stand in resisting at all times any

CUTBACK COLLECTED STOCK B&B

Rhododendron maximum	
18 to 24 ins.	\$1.65
24 to 30 ins.	2.00
Kalmia latifolia	
18 to 24 ins.	1.50
Acer rubrum	
1 1/2 to 2 -in. caliper	4.00
2 to 2 1/2-in. caliper	5.00
2 1/2 to 3 -in. caliper	7.00

BARRY'S EVERGREEN NURSERY
WHITE HAVEN, PA.

CHRISTMAS TREES

SEEDLINGS and TRANSPLANTS
PINE — SPRUCE — FIR
Write for full price list

ECCLES NURSERIES

Dept. A, Box 65, RIMERSBURG, PA.

relaxation in our front line of plant pest defense, quarantine 37.

For some years the A. A. N. has been urging closer cooperation between the Canadian and United States departments of agriculture in the problems of "over-the-border shipments of plant material." Under the present agreement Canadian nursery stock is given preferential treatment, but when stock propagated and grown in other countries is imported into Canada and finds

"A friendly, efficient sales service"

E. D. ROBINSON SALES AGENCY

38 S. Elm St. P.O. Box 247
WALLINGFORD, CONN.

Representing

Adams Nursery, Inc.
Bristol Nurseries, Inc.
Barnes Bros. Nursery Co., Inc.
The Cheshire Nursery, Inc.
Maxwell, Bowden & Rice, Inc.
A. N. Pierson, Inc.
Sunny Border, Inc.

its way to the United States, it is wondered if this preferential treatment should be continued.

Final Session

The final business session of the convention was called to order Thursday morning, July 14, by President Baker, who called upon Fred H. Kilner, of the American Nurseryman, Chicago, to deliver the report of the necrology committee.

Talking on plant board and industry cooperation was F. A. Soraci,

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Rhododendrons
Azaleas
Perennials, Roses
All Nursery Items

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 586 Paterson Ave.
 E. RUTHERFORD, N. J.

**PRINCETON NURSERIES**

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 Quality Ornamental Stock.

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 Send us your Want List.
 Write for catalog.

PRINCETON NURSERIES
 Ph. Princeton 1-1776 PRINCETON, N. J.

We never talk about the other fellow's low prices; he knows what his merchandise is worth. We grow good evergreen liners. Ask for our wholesale list.

The STEDMAN NURSERIES
 NEWFANE, N. Y.

Trees, Evergreens, Shrubs
Fruit Trees

Write for Our Wholesale Trade List

W. - T. Smith Corporation
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NORTHERN COLLECTED EVERGREENS**FERNS****PLANTS****SHRUBS**

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One of the most complete collections of the better named varieties of American and English holly. 3 to 6-inch pots. Send for list.

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offers Gladiolus triacanthos, Carpinus caroliniana, Platanus acerifolia, Quercus palustris, Liquidambar styraciflua, Acer rubrum, Fraxinus americana, Morus alba, Robinia pseudacacia, Betula papyrifera, Celtis occidentalis, Catalpa speciosa, Pinus strobus, Pinus nigra.

HUBERT VAN DUYN, Proprietor
 Phone: MI 7-1158 MILLINGTON, N. J.

ROSA MULTIFLORA

BROOKVILLE NURSERIES
 GLEN HEAD, N. Y.

of the New Jersey department of agriculture, and chairman, national plant board. He explained that there are four regional plant boards, the eastern, southern, central and western, each having two delegates on the national plant board. The regional group includes in its membership the plant quarantine and pest control regulatory officials of their respective areas. They are supported by contributions in the form of annual dues in each state. The eight delegates, he said, meet at least once a year to confer on plant quarantine and pest control problems and the next meeting of the national plant board is on August 2 and 3.

Mr. Soraci thanked the A. A. N. for its assistance in obtaining appropriations of federal funds for pest regulatory programs. It is necessary, he emphasized, that the nursery industry cooperate with the plant board to help form a good program in regulatory research and extension properly balanced and coordinated. There is a feeling in Washington, he said, that problems of agriculture can be solved by research and extension and not so much by regulatory measures, but, he said, a well-balanced program is needed.

He called attention to the fact that a California experiment station has just announced that the vector of peach mosaic is a microscopic mite. It has taken 17 years of study to obtain this information and now, he believed, control of the disease may be in sight.

Transportation Policy

Dr. White was called upon by President Baker to read and explain the proposed transportation policy. It has been felt by the board of directors, he stated, that a transportation policy of the A. A. N. is needed so that when a secretary or official of the association appears before Congress, he will be backed up by an official policy. The policy advocates maintenance of privately owned transportation facility, preservation of the inherent advantages of each type of transportation and such minimum public regulation as is necessary in the public interest.

The association believes the interstate commerce commission should continue to have positive authority with respect to the regulation of railways, but only under present procedural process of publication of notice and public hearings.

Federal regulation of truck size and weights is opposed, but rather state regulation is supported, with cooperation between the states leading to uniformity.

ORNAMENTAL EVERGREENS**Trees and Shrubs****BAGATELLE NURSERY**

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SMALL FRUIT PLANTS**Grapes****Currants****Berry Plants***Write for Wholesale Price List*

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 69 Orchard St. FREDONIA, N. Y.

HEMLOCK**Rhododendron—Kalmia****Azalea****CURTIS NURSERIES**

CALICOON, N. Y.

TRANSPLANT NOW

Per 100

ILEX bullata, 6 to 8 ins., 2-yr., T...\$15.00
 8 to 10 ins., T..... 20.00
PIERIS japonica, 4 to 6 ins., T... 15.00
 6 to 8 ins., TT..... 20.00

Send for List of Unusual Plants.

ALANWOLD NURSERY
 NESHAMINY, Bucks Co., PA.

PRIVET and BERBERIS**Splendid Stock***Write for Special Quotations*

DIAMOND STATE NURSERIES
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DEL-MAR-VA NURSERIES**Growers of Quality****Taxus, Ilex and other Ornamentals.***Ask for list.*

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FRUIT TREES**Dwarf and Standard***Send for Wholesale List*

KELLY BROS. NURSERIES, INC.
 Danville, N. Y.

VUYK VAN NES NURSERIES

Nurseries — Boskoop, Holland

New York Office — 140 Cedar St.

Trial Grounds — Plainfield, N. J.

Originators of Azalea Vuykiana

Ask about: Vuyk's Scarlet — Vuyk's Rosy-Red — Little Princess

LARGE STOCKS OF: Rhododendron Hybrids — Azalea Mollis

Azalea Pontica — Choice Shrubs — Shade Tree Whips

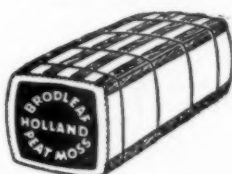
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Now booking orders for Fall, 1955, and Spring, 1956, delivery

"BRODLEAF" Imported HOLLAND PEAT MOSS

- ★ THE ROOTS SCREENED OUT.
- ★ YOU GET THE BEST PART —
- ★ THE PEAT FLAKES.

Carlot Inquiries Invited...



BOSKOOP Brand BURLAP

BOSKOOP Brand REED MATS

TONKING Brand BAMBOO

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VIKING Brand PRUNING TOOLS

Ask for Price List.

HALF MOON MFG. & TRADING CO., INC.

90 WEST STREET — NEW YORK 6, N. Y.

Telephone BARclay 7-8357

The agricultural and horticultural exemption provisions of the motor carrier act are supported as providing flexibility of movement and rates for horticultural commodities.

The association believes that fourth-class mail as distinguished from all other classes of mail should not be set apart as a self-supporting service. No class of mail should be required to pay its way and no rate adjustments should be considered until such time as the cost data of the service indicate that the probable deficit of 10 per cent occurs in any one class of mail. All rate-making authority should be vested in Congress.

The A. A. N. also supports the policy of the United States Department of Agriculture in having its classification division intervene with other government agencies, including the ICC and Congress, on behalf of agricultural shippers and the haulers of agricultural and horticultural commodities. This policy was adopted by the board of delegates.

Budgets Approved

The 1955-56 budget was approved with one amendment, which was to meet a request for \$500 from the A. A. N. for the education committee of the National Landscape Nurs-

LINING-OUT STOCK

	Per 100	Per 1000
ILEX CRENATA, seedling-grown		
4-yr., XX, field heavy	\$40.00	\$350.00
3-yr., X, bed-grown	12.00	90.00
ILEX CRENATA BULLATA		
2-yr., X, field bed	25.00	200.00
PIERIS JAPONICA		
3-yr., XX, field bed	45.00	420.00
2-yr., XX, field bed	35.00	320.00
1-yr., X, flats	15.00	140.00

2% discount, cash with order, free packing.

BROOKFIELD GARDENS

U. S. Rt. 46

DELAWARE, N. J.

J & P EVERGREENS SHADE TREES

In good assortment.

SHRUBS, VINES HEDGE PLANTS, etc.

Jackson & Perkins Co.
NEWARK, NEW YORK STATE

crymen's Association, to support a visit to colleges which have preparatory courses for the landscape business. The colleges would be revisited to see if they had made improvements as suggested from a previous survey of the landscape association. Also approved was the 1955-56 budget of the market development and publicity committee.

An amendment to the bylaws was passed, which stated that the officers of the association should be com-

posed of a president, vice-president, executive vice-president and secretary. Dr. White will fill the executive vice-president position, while Curtis H. Porterfield will become secretary.

Convention Invitations

Los Angeles was confirmed as the 1956 convention site. J. Awdry Armstrong announced that the convention headquarters will be located in the Statler hotel. A visit to Disney-

GRAFTED BLUE SPRUCE

NOW READY FOR SHIPMENT

Moerheim } from 2½-in. pots
Koster } **\$125.00** per 100.

Not less than 25 of a kind.

For other liners ask for list.

The Paul Offenberg Nursery Company

*Propagators and Growers of Evergreens
and Ornamental Plants*

**3415 E. Livingston Ave.
COLUMBUS 13, OHIO.**

LANDSCAPE MATERIAL

Juniper, Pfitzer
12 to 15 ins.
15 to 18 ins.
2½ to 3 ft.

Juniper, Andorra
12 to 15 ins.
15 to 18 ins.
18 to 24 ins.

Cornus florida
3 to 15 ft.
Cornus rubra
4 to 5 ft.
Rhododendron maximum (collected)
18 to 24 ins.
24 to 30 ins.
Kalmia latifolia (collected)
18 to 24 ins.

WADE & GATTON NURSERIES

BELLVILLE, O.
Phone: Butler 2-3191

TAXUS CUSPIDATA

12 to 15 ins., TT.
15 to 18 ins., TT.
18 to 24 ins., TT.
24 to 30 ins., TTT.

CASSINELLI'S GLENDALE NURSERIES, INC.
GLENDALE, Hamilton Co., OHIO

Stock that is hardy.
WHOLESALE
SUMMIT NURSERIES
STILLWATER, MINN.



EVERGREENS

Growers of Quality Evergreens
Lining-out Stock a Specialty
Write for Trade List

EVERGREEN NURSERY CO.
Established 1884 • STURGEON BAY, WIS.

land, he stated, has already been arranged.

Arrangements are being made to hold the 1957 convention in Miami Beach, Fla., with Gervin Pringle, president of the Florida Nurserymen and Growers Association, announcing that the headquarters hotel would be the Fontainebleau.

Reporting as chairman of the convention site committee, L. A. (Slick) Dean said that Dallas, Tex., has been selected for the 1958 convention.

Invitations were received for 1959 and subsequent years, with Philadelphia, Pa.; Atlantic City, N. J., and Boston, Mass., being the chief contenders for 1959.

CONVENTION NOTES

[Continued from page 14]

lenburg Nurseries, Inc., Charlotte, N. C., brought with him his bride of three weeks. He and the former Mrs. Lotus Dunn were married June 25.

Another pair of newlyweds was Mr. and Mrs. Klaas Akerboom, Bridgeton, N. J.

After appearing on the convention program, Jan de Graaff, Oregon Bulb Farms, Gresham, Ore., went on to Boston, Mass., with Mrs. de Graaff to the North American Lily Society show.

Edward L. Baker, Jr., Fort Worth, Tex., spent some time on his 20-day leave from the army to attend the convention with Mrs. Baker.

C. W. M. Hess, Hess Nurseries, Mountain View, N. J., reported that his son, Charles, will depart for England July 25 to deliver a paper on mist propagation at the Hague horticultural conference. He will return on September 10 to resume work on his doctor's degree at Cornell University, Ithaca, N. Y.

Mr. and Mrs. Harold Reid, Park Nurseries, St. Paul, Minn., made the trip to Toronto by steamer through the Great lakes. They returned home via automobile with Mr. and Mrs. Gordon Bailey. J. V. Bailey Nurseries, St. Paul, Minn., stopping en route for some fishing in Canada.

Evans & Reeves, Los Angeles, Calif., did the landscaping of Walt Disney's recently opened Disneyland, which will be visited during the 1956 A. A. N. convention at Los Angeles.

Yeatts Nursery, Martinsville, Va., is now operating a florists' shop, too. Mrs. Lee Sutherland, daughter of the owner, is managing the flower shop. Since Mr. Yeatts only recently left the hospital, Mrs. Joe Yeatts

attended the convention for the firm, with her mother as a guest.

Florida grapefruit juice was served each morning at the entrance to the exhibitors' booth section with the compliments of the Florida chapter of the A. A. N.

The latest in supplies and equipment for nurserymen was displayed by 48 separate exhibitors at the trade fair located on the convention floor. The representatives reported a good business, for the convention goers had to pass the exhibits to gain entrance to the general meetings. An innovation was an exhibitors' luncheon Wednesday, July 13, while a popular feature was the coffee and sweet rolls served at the trade fair Tuesday morning, July 12.

PERSONNEL TRAINING

[Continued from page 11]

the prospective student for the 2-year technical course. It contains information about the nursery industry, a condensed statement about each school, with estimates of cost, and referral to the proper department in each for additional information.

The committee offered the suggestion that nurserymen work with one of the eight schools closest to the nursery in helping to obtain students, offering on-the-job training possibilities and giving advice on the further improvement of each school's program.

Since the committee has completed its work and will be discontinued, a motion was passed that a recommendation be made to the A. A. N. board of directors to recommend to state associations that they form committees, particularly in those states in which each of the eight schools is located; first, to work with the industry and schools in maintaining the high-quality training program and, second, to help obtain scholarships to encourage promising young men to take this course.

CLARENCE A. CHANDLER, president of the Chandler Landscape & Floral Co., Kansas City, Mo., returned for a reunion of his class of 1900 at Kansas State College during the spring commencement exercises.

DISCONTINUANCE of the McGovern Nursery, Kirkwood, Mo., after September 1 has been announced by the proprietors, Clarence and Blanche McGovern. All the nursery stock has been sold to A. Waldbart & Sons Nursery, Ferguson, Mo.

NEW—SUB-ZERO EVERGREEN IVY

Special Strain Stands 20 Degrees Below Zero

THESE SUB-ZERO ENGLISH IVIES (*Hedera helix*), with their glossy evergreen leaves, are the descendants of a remarkably hardy parent plant which has withstood 27 Chicago winters without protection. Many generations later the offspring of this great ivy are displaying the same uncommon hardiness. They have been tested under all sorts of growing conditions and have continued to prosper where many other plants have failed.

THORNDALE IVIES are strong, vigorous growers. Excellent climbers and equally wonderful ground cover plants. They are pot-grown in outdoor beds. Their undisturbed root system assures rapid "growing-on" and makes transplanting practical even during the summer months.

Clean, compact, easy to handle, they are profitably sold through garden centers and mail-order catalogs either as evergreen climbing vines or ground covers for shady or sunny places.

For the past four years these ivies have been nationally advertised in all major garden magazines at retail prices listed below.

NATIONALLY ADVERTISED RETAIL PRICES:

6 for \$4.50	25 for \$15.00
12 for 8.50	100 for 60.00

THORNDALE IVIES are priced to be recommended and sold in quantities for mass plantings by nurserymen, landscape architects and contractors.



POT-GROWN QUALITY

This strong plant is ready to branch out and develop into a bushy specimen. Vigorous, fibrous root system eliminates transplanting losses. THORNDALE IVIES are grown in outdoor beds in a rugged climate for hardiness and toleration of temperature extremes.

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THIS BUSINESS OF OURS

Reflections on the Problems of Nurserymen

By E. Sam Hemming

THE ONE-MAN NURSERY

My friend, Frank Plessinger, a nurseryman at Amaranth, Pa., stopped in to see me not long ago and while talking said, "Why don't you write an article on the small one-many nursery?" I told him if he would send me some notes, I would add my thoughts to his and to his experiences.

Mr. Plessinger is a remarkable man; retiring from the profession of civil engineer at 68, he started a small nursery and today he is a lively 80. It certainly is obvious that retiring should not mean quitting all active interests. Of course, a one-man nursery would be of interest to the man who wants to keep active in his later years and also to the young man starting out.

On his small nursery of about an acre, Mr. Plessinger started out with arborvitae, taxus, blue spruce, juniper and mugho pine and added magnolia, pink dogwood, flowering crab, lilac, Chinese chestnut and flowering shrubs. Still later he added jumbo-size root-wrapped roses and has done well with them, in spite of the department stores.

His business is done on the cash-and-carry basis, with no landscaping attempted, but he is careful to give planting instructions. No guarantee is offered, although he does not refuse to replace a plant if he feels the customer has made a true effort to take care of it. His customers are largely working people who do not have large sums to spend, yet he has built a fine little business on customer satisfaction. His nursery is located off the main highway, but he has had no difficulty in getting customers to come to him.

He cultivates his acre with a rotary-type tiller, equipped with cultivator teeth. The rotary tines are not suited to his stony soil. My own experience with rotary tillers on soil without stones has been excellent.

Mr. Plessinger tries to buy large-size lining-out stock or heavy cutbacks when available. These make salable plants the quickest.

Several thoughts about the operation of a one-man nursery come to mind, and I think the ideas would

be most useful to the young man just starting out. My father always said the best way for a young man to start a small nursery by himself was to begin with a layering ground. There are some obvious advantages to propagating by layering. The layering can be done at one's convenience; it can be done without expensive frames, sash and irrigation, and layers can be left on two years and furnish plants well started (similar to Mr. Plessinger's large lining-out stock and cutbacks). These large layers do not need so much babying as small liners. With layers one obtains smaller quantities of larger plants, just what he needs.

Another valuable system would be to have a half acre or so of herbaceous perennials. A hardy herbaceous ground could be developed with plants planted in narrow rows, where each year the plants can be propagated and maintained by dig-

ging them up and dividing them to make more. Here, again, the difficulties of seed and cutting propagation are avoided.

The last thought concerns the matter of finances, which would be highly important to the young man just starting out. The first consideration would be to conserve one's cash to the utmost, not buying excess equipment nor even buying too many plants. Energy and hand labor are a beginner's principal assets. The next important step would be to budget one's receipts so that they would last through the slow months. For instance, in our section January, February, June, July and August are the months of lowest sales; it would be most important to see that the cash from the fall and spring sales lasted through the off season.

The small nursery is still one of the few types of business a young man can start today, offering a future almost unlimited. E. S. H.

A. A. N. LEGISLATIVE REPORT

The legislative report of the American Association of Nurserymen mailed to members prior to the Toronto convention showed much progress made during recent weeks.

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The same legislation increased by \$50,000 the appropriation for the National Arboretum, for the construction of needed facilities.

S-1292 passed the United States Senate June 29 with section 3 included. This section proposed by the National Council on Business Mail and supported by the A. A. N., permits the postmaster general some discretion in setting parcel post rates. Under the present law, he has no choice, if fourth-class shows a deficit, but to go to the interstate commerce commission and ask for an increase. Under section 3 as passed, the postmaster general is not forced to request increases in rates until it seems as if the anticipated or real deficit is 10 per cent or greater. The bill now goes before

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the House committee on post office and civil service.

State Reports

(1) The Wisconsin Association of Nurserymen has finally succeeded in its effort to be declared "farmers" for all statutory purposes. The language is broad. S-328 was signed into law June 8. Relating to inspection of nurseries and the licensing of nurserymen, the act declares in section 94.60(c) that "all persons engaged in operating a nursery are farmers and are engaged in farming for all statutory purposes." A nursery is defined as any grounds on or in which nursery stock is propagated or grown for sale. Excluded are salesyards where stock is not propagated or grown.

This solves the Wisconsin nurserymen's problem with the motor vehicle department, which had refused to grant nurserymen farm truck licenses. The law itself is designed basically to tighten up the nursery license situation in the state. Shippers into Wisconsin should get a copy of this new legislation from E. L. Chambers, state entomologist, Wisconsin department of agriculture, Madison, Wis.

(2) Word has also been received that many cities in Wisconsin are passing city ordinances prohibiting the sale of rosebushes and other nursery stock by stores also vending food products, as a sanitary measure. In Sheboygan, a municipal judge held such an ordinance unconstitutional. This decision, appealed to the circuit court of appeals, was reversed, and the ordinance was upheld.

Connecticut's Sunday blue law, which prohibited the sale of nursery stock and many other items on Sunday, was amended in the closing days of the session by both the house and senate. The governor was expected to sign. If he does, then the sale of nursery stock on Sunday can be done legally.

In Washington state, S-412 was signed into law June 9. This bill provides that all nursery stock sold in the state should be graded and in a living condition. Any authorized inspector is empowered to condemn nursery stock found to be dead or in a dying condition, seriously broken, frozen or damaged. Licenses are also required for agents soliciting nursery stock sales.

Oklahoma senate bill 92 was passed by house and senate and signed by the governor. It is an act defining the term "employment" for the state's unemployment com-

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pensation act. The definition in the Oklahoma law is now the same as in the federal unemployment compensation act. The Oklahoma nurserymen have been working for years to bring about the uniformity of language which S-92 does.

In California the marketing order for bedding plants, in effect for four years, has been abandoned due to court action. Under the marketing order, minimum prices were determined by a state agency. The price structure under the marketing order can no longer be enforced.

Hackensack, N. J., now has a city ordinance licensing and regulating gardeners, landscape men and horticulturists. This came about over the protests of the nurserymen. Licenses cost \$2 and must be obtained from the chief of police. Operation of a garden supply store, florists' shop, nursery or greenhouse is excepted. The ordinance covers those offering their products or services to others, without a fixed location within the city. It is designed to protect the residents against fraudulent practices by itinerants and other persons.

Government Competition

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eral-state production of seedlings of trees and shrubs for free or subsidized distribution to private land-owners has been an infringement on the markets rightfully belonging to the privately owned and operated tax-paying commercial nurserymen. Government agencies, both federal and state, have for obvious reasons of self perpetuation refused to accept this view.

However, support is now probably given to the nurserymen's viewpoint by the study committee on natural resources and conservation. Its report has just been submitted to the commission on intergovernmental relations to the president.

Section 4 of the Clarke-McNary act, which authorizes a maximum annual appropriation of \$2,500,000 for reforestation aid to the states, is considered by this study committee of the Hoover commission to have served its purpose. Its complete repeal is recommended by means of gradual reduction of the federal grant to the states over a 3-year period.

Some of the comments of the commission were: "The states have demonstrated ample ability in the necessary forest-planting program." "This would minimize competition with private nursery facilities." "The expanding programs of reforestation by forest managers and private owners of forest lands indicate little need for public financing of private tree planting." "Federal contributions constitute such a minor part (12.4 per cent) of the total expenditures that they have little effect on the ability or intent of the states to continue such public aids as they may feel necessary."

RICHMOND ELECTION

Moultrie H. Lanier, secretary-treasurer and general manager of Colonial Farms, Inc., Richmond, Va., was recently elected president of the Richmond Nurserymen's Association. H. M. Van Wormer was named vice-president and A. J. Shoosmith, secretary-treasurer. New members of the board of directors are Fred L. Williams and Mark Hankins.

JAMES O. POINTER has purchased a half interest in the Wayside Nursery, Indianapolis, Ind. He has been with the firm for nine years and has been in charge of the landscape department. The Wayside Nursery is now operated as a partnership by Mr. Pointer and William R. Cooley.

COVER ILLUSTRATION

Malus Scheideckeri

Malus scheideckeri is one of the common crab apples and usually finds a place on a list of selected species of this genus. It has a pleasing upright habit of growth, good flowers and fair fruits.

The Scheidecker crab apple is a hybrid between Malus floribunda and Malus prunifolia and is of medium size compared with other crab apples. It originated sometime previous to 1888. The medium upright habit of growth, somewhat informal, makes it one of the best species in this growth habit category. The young branches are quite upright and are pubescent.

The leaves are ovate to ovate oblong, two to four inches long, toothed on the margins and hairy on the underside.

Among the outstanding characteristics of this plant is the pink, semi-double flowers, one and one-quarter to one and one-half inches across and borne attractively on the upright branches. The fruits are yellow and small, about one half to five eighths of an inch in diameter, and are produced sparingly.

As with the other crab apples, the Scheidecker crab is not particular as to the soil type, transplants readily and can be planted in sun or partial shade. This species is hardy in the latitude of Ohio and is comparatively free from insects and diseases, as is characteristic of the Asiatic crab apples. Little pruning is required to maintain a good upright plant. Propagation is by budding or grafting.

The Scheidecker crab apple is of use as an upright specimen for lawn planting, as a screen and border plant, in corner plantings for large buildings and as a small tree for street planting. L. C. C.

NEW YORK SCHOLARSHIP

The Jackson & Perkins Co., New York, N. Y., which sponsored a scholarship in nursery operations since 1954 at the Agricultural and Technical Institute, Alfred, N. Y., has announced that the scholarship would become available to applicants from high schools in the Western New York Nurserymen's Association area. The area comprises all of the state west of and including Syracuse and Binghamton.

The purpose of the scholarship is

to provide an educational opportunity for a qualified young man wishing to become employed in the nursery industry. The scholarship, which was originally available only to graduates in Ontario and Wayne counties, offers \$500 a year for three years of study at the Alfred institute.

A total of 32 months is required for the completion of the scholarship program. The degree of associate in applied science will be

granted upon satisfactory completion of all courses in the curriculum. Approximately 18 months are spent at the institute and 14 months in co-operative employment at the Jackson & Perkins Co.

CHARLES R. SHAFER, Mansfield, O., formerly associated with Quinn Landscape Contractors, has opened his own nursery, Shafer's Nursery, at Old 30 N.,

FALL LINERS

	Per 100	Per 1000	Per 10,000 lots
Colorado Blue Spruce, X, 9 to 12 ins.	\$25.00	\$175.00	
Colorado Blue Spruce, X, 6 to 9 ins.	18.00	125.00	
*Colorado Blue Spruce, 3-0, 5 to 10 ins.	10.00	50.00	\$47.50
Colorado Blue Spruce, 3-0, 3 to 5 ins.	6.00	30.00	28.00
Black Hills Spruce, X, 8 to 12 ins.	22.50	150.00	
Black Hills Spruce, X, 4 to 8 ins.	15.00	90.00	
*Black Hills Spruce, 3-0, 5 to 10 ins.	7.50	35.00	33.00
Black Hills Spruce, 3-0, 3 to 5 ins.	5.00	20.00	18.00
White Spruce, 3-0, 5 to 10 ins.	7.50	35.00	
White Spruce, 3-0, 3 to 5 ins.	5.00	20.00	
Norway Spruce, 3-0, 6 to 12 ins.	8.00	40.00	
Taxus Cuspidata Capitata, X, 8 to 12 ins. (from seed, individually sheared)	65.00		
Taxus Densifloris, X, 6 to 8 ins.	50.00		
Douglas Fir, X, 9 to 12 ins.	25.00	125.00	
Douglas Fir, X, 6 to 9 ins.	15.00	75.00	
Douglas Fir, 3-0, 3 to 8 ins.	7.50	35.00	33.00
Douglas Fir, 2-0, 3 to 6 ins.	6.00	28.00	25.00
Mugho Pine, 2-1, 3 to 5 ins.	8.00	40.00	
*Riga Scotch Pine, 2-0, 6 to 10 ins.	10.00	36.00	35.00
*Riga Scotch Pine, 2-0, 4 to 8 ins.	7.50	26.00	24.00
*Riga Scotch Pine, 2-0, 3 to 6 ins.	5.00	22.00	21.00
Austrian Pine, 2-1, 4 to 8 ins.	10.00	50.00	45.00
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White Birch, XX, 3 to 4 ft.	75.00		

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PLANT NOTES HERE AND THERE

By C. W. Wood

Erigerons

I have been interested in and gained much information from some correspondence which I had during recent months with two observant gardeners, one a commercial grower in England and the other an eastern amateur, on *Erigeron aureus*. I thought that a resume here, coupled with a report on an experience in this garden, might be helpful to American Nurseryman readers.

First, though, let us briefly consider the fleabanes in general. The genus is composed of more than 150 species, scattered over the world, few of which have made much impression on gardeners. Some have found favor with herbalists, however, as when one reported that Job "used a decoction of this herb to cure ulcers." By "this herb" the writer no doubt referred to the common fleabane of Europe and western Asia. Our own horseweed, *E. canadensis*, a common annual weed in eastern United States and now widely distributed over the world, also found favor with the herbalists as an astringent, diuretic and tonic.

It appears from the correspondence mentioned that *Erigeron aureus* is slowly gaining a foothold in gardens. Some 20 years ago when we first flowered it here, I thought that it would quickly gain popularity, but it often takes a long time for a new plant to gain friends in the garden, especially if that plant lacks a clever advertiser with plenty of money. It is heartening, then, to hear that a few gardeners have taken up our fleabane and will sponsor it among their friends. Among the happenings which I thought would help it to get established quickly was what Will Ingwersen wrote about it in an English gardening publication back in 1936, when he said: "Amongst the many delightful plants seen and collected on this expedition, *E. aureus* stands out as one of the most beautiful, demanding a position in the very choicest scree, or a star place in the alpine house."

No doubt Ingwersen had the English climate in mind when he wrote the words, and my present English correspondent confirms the opinion that the sunny scree is the place for it in that country. My eastern American correspondent confirms, on the

other hand, my own opinion that a well-drained spot in part shade, especially during the middle of the day, is to be desired in this country. I distinctly remember that the collector from whom I received my seeds back in the first quarter of this century told me that the plant in its natural range in the western mountains from Alberta and British Columbia in Canada down into Idaho and Washington occurs on many rock formations, including limestone. In my experience it seemed equally at home in both limestone and slightly acid soil, as long as it had perfect drainage, some protection from the broiling sun and water at the roots in dry weather.

The plant makes a restrained mat of gray, hairy (hence its dread of excess moisture around the crown) leaves in little rosettes, over which it shows off its inch-wide, golden-yellow "asters" on 3-inch stems, commencing in April and continuing

without missing many days until fall.

Seeds planted in late autumn, stored in an outdoor frame to freeze over winter and brought into a cool house in February or placed in a coldframe in early spring germinate quite well. Cuttings of softwood taken in August root fairly well. They should be struck in a frame that can be protected over winter and potted up as growth becomes active in spring. My English friend tells me that divisions made in late summer and wintered in a protected frame grew quite well for him, but they never were a great success in my trials, regardless of the season they were made. Perhaps I did not handle them correctly.

Thalictrum Rochebrunianum

When one is fond of a plant, as I am of *Thalictrum dipterocarpum*, and cannot grow it well, it seems like an answer to one's prayers to find so responsive a plant as *T. rochebrunianum*.

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nianum, lavender mist, which is not only far more responsive, but is also even better from the standpoint of beauty. Plant this subject in rich soil in part shade, if you want a breath-taking picture — an airy, graceful plant to a height of four feet, with clouds of lavender mist which will last for a long time during the summer.

Oenothera Serrulata

Evening primroses seem to have a poor reputation among both amateur and professional gardeners, apparently because of the tenderness to cold of some of the most beautiful kinds, the aggressiveness of many and the short life of others. None of these faults can be attributed to the species which is the subject of this note, if we except the material from the southern part of its range, which would not stand our northern winters. Contrary to the habits of most shrubby evening primroses, this one does not winterkill at the tips if one starts with hardy material. That is not hard to understand, when it is remembered that the plant is native to the plains states as far north as Manitoba.

It is variable in stature, as the Standard Cyclopedia points out, the usual height being around 18 inches.

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It is also variable as to size of flower, running from not more than a quarter of an inch to more than an inch. It is gratifying to the commercial grower, then, to know that seeds saved from isolated specimens of the large-flowered kinds come true to size. The Cyclopedia also leaves open the plant's length of life by saying that it is a biennial or perennial. Experience here showed, however, that it is a true perennial, though not always long lived. The flowers, which are produced from June until late August or September, are a lovely shade of lemon yellow.

Silene Schafta

The quest for color in the rock garden and for forward positions in the hardy border during the late summer and fall months is quite apt to lead the beginning gardener to that easily grown, worthwhile subject, *Silene schafta*. The color of its flower—dull rose, sometimes with a suggestion of rosy-purple—may not be pleasing to all gardeners, but the ability of the plant to cover itself with flowers from midsummer well into October should weigh heavily in our appraisal of its value as a garden ornament.

It grows in low tufts, sending up rather loose stems, three or four inches high in early to midsummer. The sum of its requirements seems to lie in the word "sunshine." The plant is easily grown from seeds and should offer no problem to the most inexperienced gardener, provided it is handled while young or in pots if transplanting is to be done during active growth. Like several other silenes, the long taproots of this one make trouble if the plants are moved after making much growth. Commercial growers find, therefore, that pot-grown plants are the most satisfactory.

Silphium Terebinthinaceum

The plant *Silphium terebinthinaceum*, one of the rosinweeds known to the inhabitants of the middle west as prairie dock, makes an impressive subject for the back of the hardy

FALL, 1955

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Crab Apple, Flowering
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Euonymus Patens
Euonymus Vegetus
Juniperus Canadensis
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border, where its sunflower-like growth and appearance are in keeping. It could be more generally used in creating striking pictures. In good soil and full sun it should attain a height of five or six feet, with rather coarse, foot-long leaves, mostly at the base of the plant, and heads of yellow flowers from midsummer until late September. It is easily grown from seeds and may be multiplied from division.

Colicroots

An Arkansas reader asks for a note on the colicroots. Thinking that it might be of interest to other readers, I give the reply here.

The colicroots are either not known or they are not admired by many gardeners. In truth, they are not showy plants, but they have a certain charm for lovers of our native flora. The one native to northeastern United States, *Aletris farinosa*, makes spreading clusters of flat, grasslike leaves, from which spring slender scapes, one to two feet high, terminating in a spike-like raceme of small, tubular white flowers. Another form, *A. aurea*, with yellow, bell-shaped flowers, is found from Virginia southward, but is hardy in the north, if one is handling Virginia stock, at least.

Colicroots are fibrous-rooted members of the lily family and do not seem particular as to soil, doing well in ordinary garden soil as long as they have plenty of moisture. The northeastern species, at least, grows better in some shade. Plants may be grown from fall-sown seeds and, it is said, from divisions, though I have never tried the latter.

Dogbanes

Adding the fact that our common eastern dogbane, *Apocynum androsaemifolium*, has been known from the first settlement in this country to the fact that one never sees the plant in gardens makes me think that my liking for it must be one of my many peculiarities. In any case, it is practically never seen in gardens, and that makes me think the wanderers in fields and woods are not observant or they would notice the beauty of natural plantings in which the dogbane plays a prominent part. I recall the border of a dry thicket that was lined with a gracefully-curved edging of pink bells held above the lovely, pale green foliage. This dogbane is found growing in nature in full sun, full shade and all the intermediate exposures, so it is evidently tolerant in respect to light. My personal observation

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YELLOW SPRINGS, O.

is that the best specimens are produced in partial shade in a rather stony soil that is rich in leaf mold. The plant is not difficult to grow from seeds, and that is probably the best way to reproduce it.

The foregoing is the only really good eastern species that I know, the other common one, *A. canadinum*, with greenish-yellow flowers, being too inconspicuous to attract attention from even the most ardent admirer of natives. There are some good westerners, however, that we should have. Unfortunately, I never got far among them, so I cannot speak of them with authority, with one exception. That exception, *A. pumilum*, came to me from the late Judge Ben Johnson, of Salt Lake City, Utah. It proved to be a pretty plant, with ample foliage, dark green above and slightly pubescent beneath, and with flowers a deep rose-pink. Its culture is evidently the same as for our eastern species, for Judge Johnson reported that the seeds were collected in open woods on a mountainside. There are probably others of equal or greater value, if we could only get them. For instance, one reads of *A. macranthum*, with a pink corolla and a calyx tinged purple, as growing in Idaho.

Hacquetia

When I saw *Hacquetia epipactis* last spring for the first time since we had it under trial here in 1932, it brought back rather pleasant memories. Although a rather curious plant, it can be recommended to the grower of rock garden plants who is looking for something out of the ordinary. *Hacquetia* grows from three to six inches tall, with deeply lobed, radical leaves and yellow flowers in umbels during April and May. The flowers open greenish-yellow (with the accent on the greenish), the petals changing to yellow with age and being surrounded by a frill of green bracts. It did best in our trials in part shade and not too light soil. It may be propagated from divisions in early spring before the plant starts into growth and it may also be grown from seeds planted outdoors in autumn, for they germinate slowly.

Krigia

An ex-GI who took horticultural training after his discharge and now has a small nursery writes that he saw a plant last summer on a dry hillside that he would like to know more about. He then goes on to describe *Krigia virginica* as well as any botany ever did. I think that I can assure him that his plant is what I have called it in the preceding

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sentence, and it is a pleasure to write a paragraph or two on the genus as I know it.

Krigia, a small genus of composites, is little known to gardeners and is probably not of outstanding value as a garden subject. Yet, it would no doubt find a place in many plantings if it were shown to gardeners. The one found commonly in dry fields and open places throughout much of the east, *Krigia virginica* of botanists, is of the easiest culture, growing naturally in the poorest and driest soil. Unfortunately, from the nurseryman's standpoint, it is a winter annual. However, its yellow flowers, like refined dandelions, are worth having if one has the patience to cope with self-sown seedlings.

Two other species, *K. amplexicaulis* and *K. dandelion*, need a little more moisture to do their best. The first of these grows up to a foot or perhaps a little more, bearing 2-inch heads of orange-yellow flowers from late May until late summer. The other is of slightly lower stature, usually less than a foot, with yellow flowers in inch-wide heads from April until July.

The best of these dandelion-like plants that we have grown is the one now known as *K. montana*, I believe, though it was formerly considered to be a variety of *K. dandelion*. It is a small thing (seldom over seven inches in height here), which is found naturally in rock crevices in the Allegheny mountains. Its leaves are similar to *K. dandelion*,

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which means that they may be either entire or pinnatifid, and the flower heads are smaller. It is easy to grow from seeds, does well in almost any situation that is not too wet and blooms over a long period, usually from late March or early April, depending upon the spring, into July. Best of all, from my viewpoint, it never made a nuisance of itself by selfsowing like others of its kind and the common dandelion.

A. A. N. SOCIAL EVENTS

[Continued from page 14]

ed from the audience to join in on the bell ringing. A male quartet concluded the entertainment, after which a buffet supper was enjoyed.

Ladies' Luncheon

Chartered buses took 257 ladies to Scarborough, where they enjoyed a luncheon meeting of the A. A. N. ladies' auxiliary at Guildwood Hall, on the Ontario lake shore. Mrs. Valteau Curtis, president, presided. An honored guest, Mrs. J. B. Baker, Sr., Fort Worth, Tex., spoke briefly of her first A. A. N. convention, which she attended in 1900 as a bride.

Mrs. Curtis introduced the other ladies at the head table, who were Mrs. Arthur Watson, Grand Rapids, Mich., vice-president; Mrs. Harry Endean, Richmond Hill, Ont., secretary and also chairman of the ladies' convention committee; Mrs. K. F. Stensson, Islington, Ont., chairman for the luncheon arrangements; Mrs. Frank A. Fidler, Strathroy, Ont., chairman for the ladies' reception; Mrs. Fergus J. Brady, Strathroy, Ont., and Mrs. Harry O. Brumpton, Windsor, Ont., ladies' committee; Mrs. Charles Barron, Fonthill, Ont., decorations committee; Mrs. A. B. Luke, Hudson, Que., wife of the vice-president of the Canadian Association of Nurserymen; Mrs. J. B. Baker, Jr., Fort Worth, Tex.; Mrs. Vernon Marshall, Arlington, Neb., and Mrs. R. P. White, Washington, D. C., wives, respectively, of the president, vice-president and secretary of the A. A. N., and Mrs. J. A. Armstrong, Ontario, Calif., chairman of the nominating committee. Mrs. Stensson made the lovely favors, a set of four ash trays with the Canadian maple leaf hammered into each.

After the reading of the minutes of last year's meeting by Mrs. Endean, a slate of officers was presented by Mrs. Armstrong for nomination. The slate was elected and the new officers are president, Mrs. Willis Stribling, Merced, Calif.; vice-

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president, Mrs. Gervin Pringle, Leesburg, Fla., and secretary, Mrs. J. A. Armstrong, Jr., Ontario, Calif.

After an enjoyable program of songs by Margo MacKinnon, soprano, and Ronald Stuart, tenor, the ladies had time to walk through the lovely gardens and stop at the Guild Inn nearby.

Wednesday morning, July 13, the ladies went via the new Toronto subway to the Eaton Co. department store, for breakfast and shopping.

Keynote Luncheon

By the time of the keynote luncheon Monday noon, 966 persons had registered for the convention and assembled for the luncheon and program in the banquet hall of the Royal York hotel.

The banquet hall was decorated with the British and American flags, and in keeping with British custom, Queen Elizabeth was toasted and then President Eisenhower. The group then stood at attention while "God Save the Queen" and "The Star Spangled Banner" were played.

Association President Baker presented the Norman J. Colman award for distinguished service to horticulture to Dr. H. Harold Hume, noted author of books on horticulture and

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If you live in west Texas, New Mexico, Colorado, western Oklahoma—you can't afford not to plant our evergreens, shade trees and shrubs. Properly grown; properly balled and burlapped; well dug with plenty of good roots. Rich soil. Only hardy varieties grown; specializing in Junipers. Several thousand to offer, landscape grades.

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invites your inquiries for Juniper grafts and other liners. Upon request, we will gladly mail you a list of propagators in Kentucky, after which you may contact your favorite grower. Address inquiries to:
NICK VERBURG, ANCHORAGE, KY.

dean emeritus of the college of agriculture at the University of Florida, Gainesville. It seemed most fitting that the recipient of this year's award should be a former Canadian. All applauded Mr. Hume's brief thank-you speech, in which he said he wondered why men should be honored for doing the things that come to them day by day and for using the talents with which they were born. (Notes on Dr. Hume's career appear on another page.)

Welcomed by Mayor

Welcome to the city of Toronto was made by the mayor, Nathan Phillips. Keynote speaker was F. S. Thomas, serving his fourth term as minister of agriculture for the province of Ontario. In private life Mr. Thomas owns a large farm on which he grows apples and tobacco. He started the first fruit growers' co-operative in Canada. In his talk he dwelt on the common interests of the assembled Canadian and American nurserymen in things other than horticultural. He told of how for nearly a century and a half the peaceful neighborliness of the United States and Canada has been a shining example to the rest of the world. He outlined Canada's development since 1867 when Upper and Lower Canada were united under a constitution.

The speaker devoted some remarks to his own province of Ontario, the second in size of the provinces, and told of its rich mineral wealth and vast natural resources, particularly those making possible the development of cheap electrical power, with the result that over 80 per cent of the farms in the province have an abundance of electrical energy to ease the labor of farm work. In conclusion he pointed out that

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Flowering Crab Apples
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Convention Representative:

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DOUBLE-FLOWERING PEACHES:
RED, WHITE, PINK
SEND US YOUR WANT LISTS
GROWN RIGHT—PACKED RIGHT
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Represented by W. D. "DAN" CABE
Represented by R. L. "BOB" REEVES

through the efforts of the A. A. N. much that was ugly had been beautified. Thousands of factories in Ontario now have beautifully landscaped surroundings; industries that once were thought to be a detriment now enhance their areas, and the billboard has been restricted to make way for more beautiful vistas.

Noted Guests

In addition to the speakers, there were a number of other Canadian guests at the head tables. These included Dr. D. S. Blair, principal horticulturist, experiment farm service, Ottawa; Dr. W. W. Upshall, chief research scientist, Ontario horticultural experiment station, Vineland Station; Dr. J. S. Shoemaker, head, department of horticulture, the Ontario Agricultural College, Guelph; Henry Teuscher, director, Montreal Botanical Gardens; L. Laking, director, Royal Botanical Gardens, Hamilton; H. Cullinson, Toronto park department; C. Coates, general superintendent of parks, Toronto, and G. T. Bell, Toronto commission of parks.

Baby Rambler Award

To conclude the program, Jack Siebenthaler, Dayton, O., president of the Baby Ramblers, presented the Baby Ramblers' award for contributions to the nursery industry. Selected by the group to receive the award this year was Howard C. Taylor, Rosedale Nurseries, Inc., Eastview, N. Y. Mr. Taylor is a past president of the A. A. N. and also served it as vice-president and director, later heading the market development and publicity committee for some time.

Past Presidents' Banquet

Climax of the social activities was the past presidents' banquet, Wednesday evening, July 13. Seventeen of the 19 living past presidents of the A. A. N. and two of the four past presidents of the Canadian Association of Nurserymen marched to their places at the head table behind a corps of bagpipers.

A highlight of the banquet was the presentation of the George Robert White medal of honor awarded by the Massachusetts Horticultural Society for distinguished service to horticulture to Dr. Richard P. White. Representing the society was Seth Kelsey, of Harlan P. Kelsey, Inc., East Boxford, Mass., who noted that Dr. White was the youngest recipient of the medal since the award was established in 1909.

To mark the occasion of the 80th

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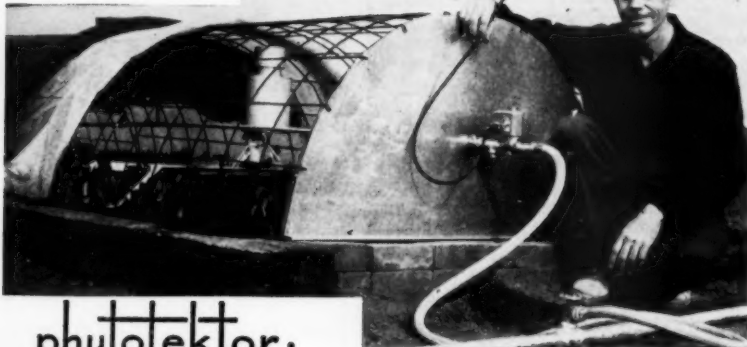
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**Broad-leaved
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**AWARD
WINNING ROSES**
AARS Winners and 150 other popular
varieties. In attractive, colorful pack-
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PECAN TREES
Beautiful shade, productive
too! Prolific varieties. Sizes 18
in. to 12 ft. In attractive pack-
ages or bare root. Get stock list
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Hemlock—transplants and B&B
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Build profits with Wight's container-grown
evergreens. Wide assortment, including
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Azaleas and Camellias**
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FLOWERWOOD NURSERY
GREGORY L. SMITH, Owner
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anniversary of the A. A. N., the ladies of the Canadian Association of Nurserymen presented, through Mrs. Harry Endean, a beautiful birthday cake in the form of a Chinese garden, which was accepted by Mrs. J. B. Baker, Jr.

A floor show and dancing concluded the festivities.

Showmanship in Business

For the final luncheon, Thursday, July 14, 498 persons remained at the convention to hear Zenn Kaufman, merchandising and sales consultant, New York city, speak on "Showmanship in Business."

Mr. Kaufman has devised a showmanship ruler of the 12 elements that make a show and result in a sale, no matter in what business they are used. These are mystery or suspense, realism, simplicity, life, motion, timeliness, pictures, color, conflict, sound, beauty and sex. He had time to discuss but three of these.

A recent mailing piece of the Siebenthaler Co., a post card, on one side of which was printed the question "Is Your Home Growing a Beard?" in addition to the recipient's address, was described as a good example of how to create suspense. The recipient would turn over the post card to find the answer, whereas he might toss aside a card bearing just his address.

Contests

Contests or questions create suspense. If you want your customer or your salesman to remember a group of statements, do not give him just a list of facts; instead give him a list of statements, part of which are true and part false, and ask him to select those which are correct. Things learned with interest and enthusiasm are better remembered.

Contests are a good example of the conflict element in showmanship. They create excitement, which stimulates interest in a product. The daily newspaper sells itself on this one element. Hardly a day goes by that the headlines do not deal with a fight or conflict of some kind.

Put people, put life into your selling, said Mr. Kaufman. Selling is a drama. Every show must have a cast; every play, a hero. But it is not the salesman who is the hero, it is the customer. Take an interest in the other fellow, and he will take an interest in you.

Junior Entertainment

The junior nurserymen who attended the 80th annual convention of the American Association of Nurserymen at Toronto thoroughly

enjoyed themselves. A well-planned program of entertainment, arranged by Mr. and Mrs. Walter Bowley, H. C. Downham Nursery Co., Abbotsford, Ont., and their committee, kept the younger set busy. Mr. and Mrs. Bowley were most impressed with the good behavior of the juniors on all the trips.

Sunday, July 10, the sons and daughters of the nurserymen attending the convention were welcomed to Canada at a get-acquainted party. Cokes were served and games played, after which a magician, ventriloquist and accordionist entertained the group. That evening the juniors joined the adults in the concert hall for an evening of merriment.

The next morning, selected movie subjects were enjoyed, with a feature on the royal Canadian mounted police doing a musical ride providing the highlight. That afternoon a conducted tour was made through the establishment of Massey-Harris-Ferguson, Inc., where assembly lines of combines and trucks were seen. The juniors traveled to Brant Inn with the adults that evening.

Swimming and a box lunch at the Thornhill community pool were enjoyed Tuesday, followed by an evening of entertainment at Canadian night with the adults.

It was difficult to get the juniors to leave Casa Loma, an old Canadian castle which was visited on a sightseeing tour, Wednesday morning. The younger set attended the annual banquet that evening, the afternoon being left open for individual choices.

The junior nurserymen's program was completed when they attended the general luncheon Thursday, hearing Zenn Kaufman talk on "Showmanship in Business."



ROSEBUSHES

Rosebushes, in all probability, will be in short supply this coming season. A very definite shortage is indicated for spring. Our most modern storage facilities enable us to hold your order and ship at the proper time.

BE WISE -- BUY EARLY

BARE ROOT OR PREPACKAGED

A WIDE LIST OF PATENTED AND NONPATENTED ROSES

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FIND OUT AT TYLER TAN MEETING
AUGUST 21 to 24

English Boxwood

30 to 32 ins., x 28 to 30 ins.....	\$15.00
32 to 34 ins., x 30 to 32 ins.....	20.00
34 to 36 ins., x 32 to 34 ins.....	25.00
36 to 38 ins., x 34 to 36 ins.....	30.00
38 to 40 ins., x 36 to 38 ins.....	35.00
40 to 42 ins., x 38 to 40 ins.....	40.00

Larger sizes quoted upon request.
More than 8000 specimen plants from which to select.
50,000 English Boxwood, 4 years old, 5 to 6 ins., growing in quart oil cans. Price 35c to 40c each.

All prices F.O.B. nursery.

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EVERGREENS for FALL

BIOTA—Berckmans and Fike's Compact.

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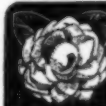
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Hall's Honeysuckle, heavy clumps \$65.00
Vinca Minor, heavy clumps..... 50.00

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AZALEAS - CAMELLIAS
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CALIFORNIA ASSOCIATION OF NURSERYMEN

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REDWOOD EMPIRE CHAPTER

At the June meeting of the Redwood Empire chapter of the California Association of Nurserymen, held at Santa Rosa, Vice-president Peter Peterson presided in the absence of President Walter Leiser.

A motion was made to hold the group's picnic in Marin county Sunday, August 21. Harold Prickett, Santa Rosa, reported on the San Luis Obispo short course for nurserymen.

Mr. Prickett then introduced the chapter guests—Mrs. Philip Neisingh, advisor of the Santa Rosa Junior Gardeners, and several members of the group. Fourth prize in the junior garden club city beautification contest, carried on under the direction of the California Garden Clubs, was awarded to the guests. Mrs. Neisingh thanked the chapter for the award and explained the activities of the club. Their projects consisted of cleaning up a cemetery, planting trees on Arbor day and work in Franklin park. This work was presented for judging in the form of a scrapbook. The award, a \$15 merchandise order, will be used for planting work in one of the city parks.

The meeting was then turned over to Joseph Badger, who presented a group of Kodachrome slides showing specimens of unusual trees and shrubs. Hugh Wallace, Sec'y.

CALIFORNIA ARBORISTS

The California Arborists' Association met in the office of the agricultural commissioner at Redwood City, Calif., June 15. The principal item on the program was a talkie-movie on the Oriental fruit fly, which is playing havoc in the Pacific islands, where it was introduced during World War II, and may, it is feared, be introduced into California, where the fruit-growing areas offer an ideal breeding climate for this pest. What entomologists of the United States Department of Agriculture are doing in various parts of the world to find a control for the Oriental fruit fly made up part of the film. Biological control is effective in some parts of the world; so several natural predators of the fly

are being cultivated and their effectiveness and their life cycles are being studied.

There was some discussion on the control of pests in the bay area. It was reported that both earwigs and the oak tree cankerworms are more prevalent now than they were for many previous years and that one or two sprayings for their control have not been so satisfactory as in the past. It was explained that this poor control may be the result of the large numbers of the pests present this year. Thus, even if a 95 per cent control were obtained, there would still be so many survivors that customers would not be entirely satisfied with the results. It was also mentioned that there is normally a second brood about 40 days after the first, but that usually there are so few worms present that little if any spraying is done to control them. It was advised that it might be well to wage a real war on

the second brood this year and reduce the number of survivors for next year.

Control of the sycamore blight in Palo Alto was described by two members of the Palo Alto park commission. Good results have been obtained through one, or, in some cases, two sprayings of Puratize. In most cases the Palo Alto group has added malathion, to control scale. Interest in this subject was great, for though the two pests have been difficult to control, the Palo Alto trees this year have been remarkably clean.

Two new members, Robert Lum and Paul Crum, both of the Palo Alto park commission, were welcomed as new members. The next meeting will be held in September.

W. B. B.

CALIFORNIA NOTES

Ben Ginden, who has operated the Ginden Nursery Co. at 139 El Camino Real, San Bruno, has opened two new retail outlets. One is at 240 El Camino Real, San Carlos, and the other at 105 Hamline, San Jose.

The management of the San Mateo County Floral Fiesta, to be held August 5 to 13, announced



**CALIFORNIA'S
Best Source of
GOOD ROSES**



Sturdy, two-year-old plants, grown in the Puente Valley now recognized as the leading rose-growing section in California.

Featuring a complete list of Hybrid Teas, Climbers and Floribundas, including the newest and finest A.A.R.S. Award Winners.

FOR QUALITY, WHOLESALE ROSES,
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Finest Quality

**CAMELLIAS — ROSES
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ORNAMENTAL WOODY PLANTS AND ROSES

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THE ONE AND ONLY 1956 ALL-AMERICA WINNER

FIRST MULTICOLORED FLORIBUNDA WINNER — a thrill-packed show of constantly changing color as bright reds and yellows vie for attention with orange and pastels of buff and pink.

RECORD-BREAKING PUBLICITY, the most ever accorded a new rose, pre-selling Circus for you NOW!

Be sure you have plants for your customers—order NOW!



**ARMSTRONG'S NEW
"GARDEN MAGIC" PACKAGES**

Yes, you now can get Armstrong quality plants in a newly developed package that **DISPLAYS** the quality and keeps the canes fresh, plump and eager to grow. The best roses, in the best package: An ideal combination for profitable sales! For details:

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that all space in the professional classes, for nurseries, park departments and educational institutions, as well as spaces for the larger cut flower exhibits, had been taken. The theme this year is peninsula outdoor living in 1956.

Northern California heather growers have organized a nonprofit organization to exploit heather use. While their aim is primarily directed at retail florists, some effort will be expended on a larger use of the plants as ornamentals.

The University of California announced the following contributions to horticulture in its June issue of Agriculture: California Spray Chemical Corp., cash and OMPA for research in soil fertilizers and for walnut insect investigations; Neil A. MacLean Co., polyethylene film for strawberry fumigation investigations; Esotto Fumigation Co., analyzer and recorder for grape storage work; Lodi District Grape Growers' Association, cash for breeding work to produce a seedless grape similar to Tokay; Velsicol Corp., cash for research on toxicity of chlordane and/or heptachlor and related chemicals to insects. Several thousand strawberry plants from John H. Wheeler, for strawberry plant ex-

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Fruit Tree Seedlings, Fruit Trees

Roses

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Deciduous Shrubs

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General Ornamental Stock

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- Skillfully grown
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Corner Ely & Fern

ONTARIO, CALIFORNIA

periments; Keiding Paper Products Co., plant tubs for research in ornamental horticulture; Stauffer Chemical Co., ferro sulphate for rose fertilization studies; Swift & Co., fertilizer for studies in greenhouse plantings; American Cyanamid Co., cash for evaluation of certain compounds for their insecticidal value against pests of fruits and vegetables; Braun Corp., orzan for treatment for iron chlorosis; California Avocado Society, cash for establishment of nutritional studies of that fruit; Dow Chemical Co., new products to be studied as weed killers; Niagara Chemical Division of Food Machinery Co., cash for experiments in phosphate-type compounds; Hercules Powder Co., cash for study on the effects of insecticides on soils and crops; Refined Products Corp., PermaKleer Iron 135-2-A for experiments in treatments for iron chlorosis, and the Ferro Corp., Ferro Agricultural Frit (FN - 501) for use in control of iron chlorosis in ornamental crops.

William E. Schmidt, Schmidt Nursery, Palo Alto, was one of the speakers on the program at the convention of the International Geranium Society, at Santa Barbara.

Shaffer's Tropical Gardens, Capitola, featured a new African violet at their annual open house June 17 to 19. The violet is known as California Cascade and is described as "a deep blue double Grotei hybrid, with flowers that hang in beautiful clusters."

The Payless Nursery is the name the new operators have given the nursery that they have taken over at 27369 Niles road, Hayward.

Nominated to the board of governors of the Western chapter of the National Shade Tree Conference are Allan Reed, Roger F. Sohner, Maunsell Van Rensselaer, Pierre A. Miller, Norman Hicks, Keith L. Davey and William J. Griffin. These men will take office, subject to the approval of the membership, after the meeting of the National Shade Tree Conference at Santa Barbara August 5.

W. B. B.

PLAQUE FOR MEYBERG

Manfred Meyberg, president of Germain's, Inc., Los Angeles, Calif., was honored recently at a testimonial dinner at the California Club, Los Angeles.

Mr. Meyberg, who served this year as general chairman of the California International flower show, was presented a beautiful plaque by Roy F. Wilcox, of the flower show executive committee, commemorat-

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77th Year

MILTON-FREEWATER, ORE.

Flowering, Ornamental, Shade Trees, Evergreens and Shrubs

Fruit Tree Seedlings and Angers Quince Rooted Cuttings

Combination carlots for eastern distributing points during shipping season.

We are now booking orders for Fall, 1955, and Spring, 1956. Send us your Want List.



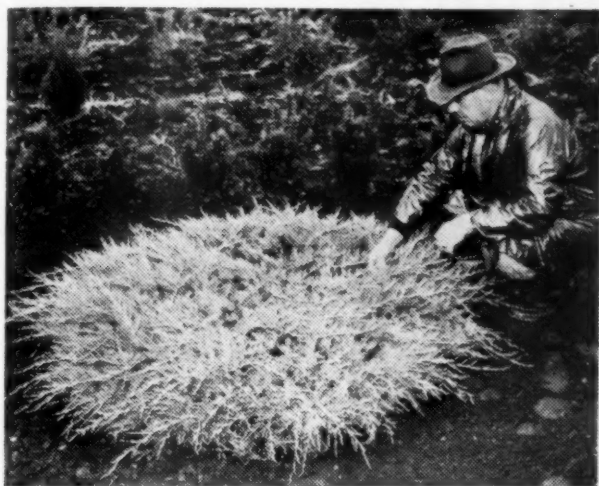
We pay shipping costs on lining-out stock to all points in the United States, Canada and Alaska. No packing charge is made on either lining-out or balled stock.

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EVERGREENS - Propagators & Growers

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SIX-YEAR-OLD PLANT

Plants from 3-inch pots
 Plants from 1-gal. containers, sheared once,
 8 to 10 ins.
 10 to 12 ins.

Each	Each
Per 100	Per 1000
\$0.95	\$0.85
1.25	...
1.50	...



CARL WHITE'S NURSERY
716 S. Ninth Ave.
WALLA WALLA, WASH.

ing him for his leadership in planning and directing one of the most successful flower shows of the past five years, when about 200,000 garden lovers attended the display during a 10-day period.

In addition to the executive committee, the testimonial dinner was attended by leading exhibitors of the 1955 show and business associates of Mr. Meyberg.

ALAMEDA FAIR SHOW

One of the largest of the California county fair garden shows, that of Alameda county, held at Pleasanton June 23 to July 7, featured exhibits by a number of Bay area nurserymen. The theme of the show was "Garden beauty spots." Ned Rucker, who created seven of the California spring garden and flower shows, designed the Alameda fair layout, using a waterfall centerpiece in the floriculture building.

Among the nursery firms which participated in the show were the following: McDonnell Nursery and Sunset Nursery, Oakland; Brown's Nursery, San Leandro; Don Coates Nursery, Hayward; Four Winds Nursery, San Jose; East Bay Nursery, Berkeley, and the California Nursery Co., Niles.

ROSES—OLD and NEW

Fine-quality, two-year plants, budded on
 Multiflora, in over 250 varieties.

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The finest in
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Since 1902 —

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Nursery Company, Inc.

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FOR THE BEST IN CACTUS AND SUCCULENTS

WONDER COLLECTION: One
 hundred all different.

\$5.00 per 100, **\$45.00** per 1000.

CANADIAN SPECIAL: More
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SUPER SELECTION: Largest
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\$10.00 per 100, **\$90.00** per 1000.

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5050 S. E. STARK ST.

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The Finest Northwest-Grown
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OREGON GROUP MEETS

A meeting of the Oregon Association of Nurserymen was held at Medford, Ore., Monday, June 27, with the Rogue Valley Nurserymen's and Growers' Association as host. The latter group is not affiliated with the state organization, but formation of a local chapter was discussed during the convention.

Monday morning, the nurserymen made a field trip to Bear Creek orchards and the southern Oregon branch experiment station. Later, a luncheon and business meeting were attended at the Jackson hotel. Mayor Earl Miller welcomed the group, and Marcel Le Piniec, of the Garden Center, spoke on "Natives and Rock Plants of Southern Oregon." The expanding horticultural interests in southern Oregon were also a topic of discussion. In the evening, the nurserymen attended a banquet, which was followed by entertainment and dancing.

M. G. M. NURSERY, Rivera, Calif., is marking its second anniversary with a special sale and other promotional features. Min and Mac Shintaku and George Akasaka are the proprietors of this business, which occupies two acres and retails patio plants, including a large selection of camellias; tropical trees, shrubs and garden plants, along with flagstone and other aids for landscape construction work.

CELEBRATING its 32nd garden carnival the end of May, Kniffing Bros. Nursery, San Diego, Calif., prepared for about 4,000 visitors during three days. Booths were set up for display and demonstration of garden equipment and sprays and insecticides, as well as plants and flowers. Each booth was manned by a specialist from allied trade fields, to answer visitors' questions. Refreshments were served to all.

PERMISSION was recently granted to Peters & Wilson Nursery, Burlingame, Calif., to move three buildings from the present site at Millbrae avenue and El Camino Real to a new site at Rollins road and Millbrae avenue.

CHANGE in address for the Mountain View Nursery has been announced by O. M. Ozmun as 3527 Glendale, northwest, Albuquerque, N. M.

MIKE SURUKI opened the Lincoln Nursery at 6302 Lincoln, Cypress, Calif., in June. He is assisted by his wife, Mitzi.

ROCKY MOUNTAIN GROWER

The Colorado Nursery Co., a wholesale evergreen growing firm at Longmont, Colo., has completed its second year of operation and begun distribution of some of its products. The 60-acre nursery, about two miles southwest of the city, is owned and operated by Maurice N. Marshall and Robert E. More, both of Denver, Colo. Mr. Marshall is the youngest son of the late George A. Marshall and a brother of Vernon Marshall. Mr. More is a lawyer who has been experimenting with evergreens for over 20 years and has a large collection of varieties.

Maurice Marshall had been growing evergreens on a small tract at Longmont for the retail business he conducts as the Marshall Nurseries at Denver. He found the conditions at Longmont ideal, the site being at the foot of the continental divide, 35 miles from Denver, and well served by railroads and truck lines. Adequate water rights permit continuous irrigation of trees during the growing season and fall, as well, if needed. These reasons were among those that led the partners to purchase a Longmont farm for their nursery project, the office address for which is 5825 West 16th avenue, Denver, the address, also, of the Marshall Nurseries.

Oscar O. Pearson, long with Marshall Nurseries prior to 1953, is grower for the new nursery and lives at Longmont, as does Cecil Perry, the superintendent. The firm features hardy native Rocky mountain evergreens. Some of the evergreen clons grown by Mr. More at his Glenmore arboretum will also be offered. The nursery is expected to be in full production by the fall of 1956.

MRS. JACK KIDDER has started the Hillcrest Nursery at Anacortes, Wash.

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Instructions for the next issue must be received by Friday, July 29.

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Same varieties as above, 3 to 5 ins., \$35.00 per 100; 4 to 6 ins., \$45.00 per 100.
Grafted Indicaea, pot-grown, ready for benching. Delivery now, \$40.00 per 100, \$375.00 per 1000. 1-yr., grafted Indicaea, bench-grown, heavy branched, \$65.00 per 100, \$600.00 per 1000. Varieties: Jean Haerena, Triumphe, Rubia, Vervaeana, Vervaeana Alba, e.o.

Where quality comes first and customers come back.

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Well-rooted plants, 1-year, \$9.00 per 100.

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Coopersburg, Pa.

Azalea liners, Formosa, Elegans, Pres. Clay, Lawal, 6 to 8 ins., \$5.00 per 100, \$40.00 per 1000. Packing free when cash accompanies order. Perry's Nursery, Woodbine, Ga.

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STRAWBERRY AND RASPBERRY PLANTS

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Variety	Per 1000
Superfection	\$14.00
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Latham, No. 1, large\$50.00
Newburg, No. 1, large 50.00
Write for prices on large amounts.

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Hamilton, Mont.

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Fall 1955 and spring 1956 prices.
New Durham everbearing red raspberry, bears mid-August to mid-October. Longest picking season of all red raspberries and off season when prices are highest. Cut all canes back each fall or spring. Crop comes on new growth each year. Up to 2 1/16-in., \$55.00 per 1000; 2 1/16-in. to 1 1/2-in., \$65.00 per 1000; 1 1/2-in. up, \$75.00 per 1000.
Madawaska and Gatineau red raspberries, both of Canadian origin, and ripen two weeks ahead of Latham, \$75.00 per 1000; September everbearing, \$100.00 per 1000.

All No. 1 plants. Above prices F.O.B. Bradford, Mass. Terms cash with order from unknown customers. To those of approved credit, terms are net 30 days from date of shipment.

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2,000,000 Strawberry plants
500,000 Boysenberry plants
50,000 Youngberries
100,000 Dewberries
50,000 Raspberries
50,000 Grape

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QUALITY GUARANTEED

Our new wholesale price list for fall, 1955 offers a choice assortment of imported as well as domestic-grown bulbs and plants. You will find the best in the new as well as all popular kinds of:

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COMMERCIAL VARIETIES OF FLOWER

BULBS ALL THROUGH THE YEAR!

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Nice, young stock from 2-in. pots.
Over 50 fine varieties. Our selection, 20 of a variety. Your choice of tall or short kinds.
\$12.00 per 100.
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	Per 100	Per 1000
Strong, 1-year seedlings, branched, 4 to 8 ins.	\$25.00	\$225.00
Transplants, 2-year, 8 to 12 ins.	50.00	500.00
Cotoneaster horizontalis, strong 1-year seedlings	10.00	90.00
Cotoneaster divaricata, 1-year seedlings, 6 to 8 ins.	10.00	90.00

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Turner Rd. Newport, R. I.

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DELPHINIUM BELLADONNA IMPROVED

August sown field seedlings
\$4.00 per 100, \$36.00 per 1000.
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EVERGREENS

	Per 1000
Scotch Pine, 2-yr., 2 to 4 ins.	\$10.00
2-yr., 4 to 8 ins.	20.00
3-yr., 8 to 16 ins.	30.00
Austrian Pine, 2-yr., 3 to 4 ins.	20.00
Red Pine, 2-yr., 2 to 5 ins.	20.00
Norway Spruce, 2-yr., 2 to 4 ins.	15.00
Colorado Blue Spruce, 2-yr., 2 to 4 ins.	20.00
3-yr., 5 to 9 ins.	40.00

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320, 4 to 7 ft. tall, well-branched to the ground and first-class specimens. Over 54 per cent blues. Row-run, \$6.00 each, 370, 4 to 6 ft., 44 per cent blues; many shiners. Row-run, \$4.50. Contract for them all, at \$4.75 and take 2 years to move, if desired. Also have 200 specimen Black Hills, 3 to 7 ft.

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(Andromeda)

Per 100 Per 1000

1 to 2 ins. T.\$5.00 \$75.00

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EVERGREEN LINERS AND CUTTINGS POT-GROWN AND TRANSPLANTS

Each—Per 100 Per 1000

Arborvitae, American, dark green, 1-yr., 6 to 7 ins.	\$0.22	\$0.20
Arborvitae, globe Woodward, 5 to 6 ins.	.22	.20
Arborvitae, pyramidal, 1-yr., 6 to 7 ins.	.22	.20
Juniperus Pfitzer Armstrong, 1-yr., 3 to 4 ins.	.24	.22
Juniperus chinensis Pfitzeriana, 1-yr. pots, 6 to 7 ins.	.22	.20
Juniperus chinensis Pfitzeriana, 2-yr., transplants, 6 to 9 ins.	.29	.27
Juniperus glauca Hetzi, 1-yr., 6 to 7 ins.	.20	.18
Taxus cuspidata, 2-yr., 6 to 9 ins.	.24	.22
Taxus Browni, 2-yr., 6 to 9 ins.	.24	.22
Taxus media No. 8, 2-yr., 6 to 9 ins.	.24	.22
Taxus Andersoni, 2-yr., 6 to 9 ins.	.24	.22
Euonymus alatus compactus, 1-yr., 6 to 7 ins.	.18	.16
Korean Boxwood, 1-yr., 3 ins.	.20	.18
Viburnum, leather-leaf, 1-yr. pots	.37	.35

HEAVY ROOTED CUTTINGS

From flats, rooted outside in lath house.

Delivery now.

Boxwood, Korean, hardy	\$0.09	\$0.08
Boxwood, sempervirens, 2 to 3 ins.	.07	.06
Euonymus alatus compactus, 5 to 6 ins., 2-yr. branched	.09	.08
Euonymus erectus, 3 to 4 ins.	.07	.06
Euonymus patens, 3 to 4 ins.	.07	.06
Juniperus chinensis Pfitzeriana, 6 to 7 ins.	.13	.12
Juniperus glauca Hetzi, 5 to 6 ins.	.11	.10
Arborvitae, pyramidal, 5 to 6 ins.	.11	.10
Arborvitae, globe, 4 to 5 ins.	.11	.10
Arborvitae, American, dark green, 5 to 6 ins.	.11	.10
Taxus Hicksi, 5 to 6 ins.	.11	.10
Taxus cuspidata, 5 to 6 ins.	.11	.10
Taxus media, spreading, 5 to 6 ins.	.11	.10
Taxus Andersoni, 5 to 6 ins.	.11	.10
Taxus media No. 8, 4 to 5 ins.	.11	.10
Taxus Browni, 4 to 5 ins.	.11	.10
Taxus Andersoni, 4 to 5 ins.	.11	.10
Taxus Hatfieldi, 4 to 5 ins.	.11	.10

Terms: 1 per cent discount and free packing for cash with order. Our stock guaranteed 100 per cent satisfactory or return within 5 days for full refund, plus full shipping charges paid.

250 plants at 1000 rate.
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Tipp City, O.

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	Per 1000
Ilex crenata rotundifolia	\$60.00
Ilex crenata convexa	60.00
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Pfitzer Juniper	70.00

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POTTED LINERS, 2 1/4-IN.

Pfitzer Juniper, 6 to 10 ins.	\$0.15
Ilex Burfordi, 6 to 10 ins.	.15
Ilex rotundifolia, 5 to 8 ins.	.12
English Ivy, 6 to 12 ins.	.10
Nandina, 5 to 8 ins.	.10

J. G. TSCHINKEL

115 N. Plymouth, Huntsville, Ala.

EVERGREENS

250 Ilex convexa, 2 1/4-in.	\$0.22
250 Juniper, Hetzi glauca, 2 1/4-in.	.20
200 Juniper, stricta, 2 1/4-in.	.20
250 Taxus Browni, 2 1/4-in.	.20
250 Taxus cuspidata, 2 1/4-in.	.20

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All heavy second year stock.

TAXUS CAPITATA

Strong 2-year seedlings.

Seed sown lightly.

Plants grown with plenty of room in beds.

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Pyramidal Arborvitae, Hemlock, White Spruce, Blue Spruce, spreading Juniper;

18 ins.

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 Ajuga reptans, \$5.00 per 100.
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Field-grown transplanted 1 and 2-yr. perennials for fall and spring shipping. Per 100
 Anemone pulsatilla, violet; heavy, 2-yr. 20.00
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 Helen Elizabeth, La France pink, 20.00
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 Trollius, Lemon Queen, 25.00
 Europacur, orange hybrid, 20.00
 Veronica, Alba, choice white; 10-in. everblooming, 15.00
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 25, one variety at the 100 rate.

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Peonies, Lilies and other plants.

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3-yr. transplants, \$50.00 per 100.

\$45.00 per 1000.

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4-year, field-grown.

heavy plants, 6 to 8 ins. in height.

\$10.00 per 100.

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New and standard kinds.

New wholesale list now ready.

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Per 100 Per 1000
 Strong rooted cuttings \$6.00 \$50.00
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 Mentor, Ohio
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 Strong, rooted cuttings \$6.00 \$50.00
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Strong, true-to-name, field-grown roots.
 Write for complete list.

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Pansies, perennials and rock plants in wide variety. Send for catalog.

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WELLER'S BETTER PERENNIALS
 WELLER NURSERIES CO., Holland, Mich.
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HOLLY

Well-rooted, cutting-grown liners out of 3-in. pots.
 Ilex cornuta rotunda \$0.35
 Ilex crenata convexa bullata 17 1/2
 Ilex crenata Helleri 30
 Ilex cornuta Burfordi 15
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 Ilex Aquifolium, green 45
 Ilex Aquifolium, silver variegated 45
 Packed 35 to a box. Minimum order 3 boxes.
 Cash with order, please. F.O.B. China, Calif.
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Cut holly. General nursery stock.
 May and June quantities.
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 Amigo, Blue Shimmer, China Maid, Day-break, Golden Fleece, Mountain Sky, The Red Douglas, \$1.75 per 10, \$15.00 per 100.
 Send for complete list of 70 varieties.
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IRISES

Send for wholesale list.
 GRUNDY'S GARDENS
 Anton, Tex.

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BALTIC IVY

Strong, clean, well-rooted stock.
 Per 100 Per 1000
 Rooted cuttings \$ 6.00 \$50.00
 2-in. pots 10.00 95.00
 Can ship now or later. 25 per cent down to reserve.

STRATFORD GARDENS

Russell Breece Delaware, O.

IVIES

LARGE-LEAVED ENGLISH.

JACOB SCHULZ

831 Cherokee Rd. Louisville, Ky.

LINING-OUT STOCK

LINING-OUT STOCK
 Per 100 Per 1000
 Ilex crenata, seedling grown, 4-yr., XX, field, heavy \$40.00 \$350.00
 3-yr., X, bed-grown 12.00 90.00
 Ilex convexa bullata, 2-yr., X, field bed 25.00 200.00
 Pieris japonica, 3-yr., XX, field bed 45.00 420.00
 2-yr., XX, field bed 35.00 320.00
 1-yr., X, flats 15.00 140.00
 2 per cent discount, cash with order.
 Free packing.

BROOKFIELD GARDENS

U. S. Rt. 40 Delaware, N. J.

LINING-OUT STOCK.

Ilex convexa bullata, 1-year \$150.00 per 1000
 Bed-grown, 2-year 250.00 per 1000
 Field-grown, 3-year, bushy, 75.00 per 100
 Canadian Hemlock, field-grown, 14 to 18 ins. 75.00 per 100
 Taxus cuspidata, Hickel, capitata, 12 to 14 ins. 50.00 per 100
 14 to 18 ins. 75.00 per 100
 18 to 24 ins. 125.00 per 100
 DIRKMAAT AZALEA FARM
 516 Stevens Ave. Ridgewood, N. J.

BEDDED STOCK

1-yr. in the open.

Per 100 Per 1000
 Ilex convexa \$20.00 \$180.00
 Ilex rotundifolia 20.00 180.00
 Sarcococca Hookeriana 25.00
 Taxus Andersoni 20.00 175.00
 Taxus brevifolia 20.00
 Taxus Brownii 17.50 150.00
 Taxus canadensis stricta 17.50
 Taxus capitata, cutting grade 25.00
 Taxus cuspidata 17.50 150.00
 Abies Nordmanniana, 1-yr., S. 10.00 90.00
 Acer palmatum, 1-yr., S. 6.00 50.00
 Acer palmatum, 2-yr., S. 7.50 60.00
 Acer palmatum atropurpureum, 1-yr., S. 22.50 200.00
 Ampelopsis Veitchii, 2-yr., T. 15.00 125.00
 Chamaecyparis obtusa, 2-yr., S. 3.00 25.00
 Cornus florida, 1-yr., S. 6.00 50.00
 Cornus florida, 2-yr., S. 7.50 60.00
 Cornus xanthocarpa, 2-yr., S. 20.00 150.00
 Cupressus Lawsoniana, 2-yr., S. 5.00 40.00
 Euonymus alatus, 1-yr., S. 3.50 30.00
 Euonymus alatus compactus, 1-yr., S. 5.00 40.00
 Ilex crenata, 2-yr., S. 10.00 90.00
 Picea canadensis, 2-yr., S. 3.50 30.00
 Picea Engelmanni, 3-yr., S. 6.00 40.00
 Picea excelsa, 2-yr., S. 3.50 30.00
 Picea pungens, 2-yr., S. 3.50 30.00
 Pinus austriaca, 2-yr., S. 7.00 60.00
 Pinus densiflora, 3-yr., S. 7.00 60.00
 Pinus Mugo, Tyr. 3-yr., S. 6.50 60.00
 Pinus resinosa, 3-yr., S. 7.00 60.00
 Pinus Strobus, 3-yr., S. 4.50 40.00
 Pinusylvestris, 3-yr., S. 6.50 60.00
 Pinus Thunbergii, 3-yr., S. 6.50 60.00
 Syringa vulgaris, 2-yr., S. 4.00 30.00
 Taxus capitata, 1-yr., S. 5.00 40.00
 Taxus capitata, T. 1-yr., S. 6.00 50.00
 Taxus capitata, T. 2-yr., S. 15.00 150.00
 Teuga canadensis, 2-yr., T. 9.00 90.00
 Viburnum theiferrum, 1-yr., S. 10.00 90.00

SEEDLINGS AND TRANSPLANTS

Abies Douglas, 2-yr., S. 4.00 35.00
 Abies Nordmanniana, 1-yr., S. 10.00 90.00
 Acer palmatum, 1-yr., S. 6.00 50.00
 Acer palmatum, 2-yr., S. 7.50 60.00
 Acer palmatum atropurpureum, 1-yr., S. 22.50 200.00
 Ampelopsis Veitchii, 2-yr., T. 15.00 125.00
 Chamaecyparis obtusa, 2-yr., S. 3.00 25.00
 Cornus florida, 1-yr., S. 6.00 50.00
 Cornus florida, 2-yr., S. 7.50 60.00
 Cornus xanthocarpa, 2-yr., S. 20.00 150.00
 Cupressus Lawsoniana, 2-yr., S. 5.00 40.00
 Euonymus alatus, 1-yr., S. 3.50 30.00
 Euonymus alatus compactus, 1-yr., S. 5.00 40.00
 Ilex crenata, 2-yr., S. 10.00 90.00
 Picea canadensis, 2-yr., S. 3.50 30.00
 Picea Engelmanni, 3-yr., S. 6.00 40.00
 Picea excelsa, 2-yr., S. 3.50 30.00
 Picea pungens, 2-yr., S. 3.50 30.00
 Pinus austriaca, 2-yr., S. 7.00 60.00
 Pinus densiflora, 3-yr., S. 7.00 60.00
 Pinus Mugo, Tyr. 3-yr., S. 6.50 60.00
 Pinus resinosa, 3-yr., S. 7.00 60.00
 Pinus Strobus, 3-yr., S. 4.50 40.00
 Pinusylvestris, 3-yr., S. 6.50 60.00
 Pinus Thunbergii, 3-yr., S. 6.50 60.00
 Syringa vulgaris, 2-yr., S. 4.00 30.00
 Taxus capitata, 1-yr., S. 5.00 40.00
 Taxus capitata, T. 1-yr., S. 6.00 50.00
 Taxus capitata, T. 2-yr., S. 15.00 150.00
 Teuga canadensis, 2-yr., T. 9.00 90.00
 Viburnum theiferrum, 1-yr., S. 10.00 90.00

HEAVY, FIELD-GROWN STOCK

Bare-root and ready for Cloveret pots and cash-and-carry trade

Per 100
 Acer palmatum atropurpureum, 15 to 18 ins., 2 to 3 ft. bushy, \$400.00
 Cornus florida, 2 to 3 ft. bushy, 80.00
 Cornus florida, 18 to 24 ins., 100.00
 Cornus Kousa, 3 to 4 ft., 100.00

The above stock has been several times transplanted. Special price on large quantities. Full list on demand.

VERKADE'S NURSERIES, Wayne, N. J.

EUONYMUS LINERS

Patens Newport, Carrierei and erecta 2-in. pots, 10c; 3-yr., T. 20c; 3-yr., T. 30c.
 Coloratus, 2-in. pots, 10c.
 Also Juniperus glauca Hetzi, 2 1/2-in. pots, 18c.
 RUSSELL BRECE, R. 3, Delaware, O.

Sell Stock Quickly and Easily with American Nurseryman Classified Ads.

PEONIES

PEONIES Per 10 Per 100
 Brand's Magnificent, red \$0.55 \$50.00
 Grover Cleveland, red50 45.00
 Longfellow, red50 45.00
 Mary Brand, red50 45.00
 Richard Carvel, red50 45.00
 Martha Bulloch, pink50 45.00
 Mone, Jules Elie, pink50 45.00
 Phyllis Kelway, pink50 45.00
 Sarah Bernhardt, pink50 45.00
 Red and Pink, to color30 25.00
 Strong 3 to 5 eye ready September 1.

Cash. Free packing.

WHEELOCK WILSON NURSERY

Marshalltown, Ia.

PAEONIA TENUIFOLIA

Fine cut double, deep red, fern-leaved Peony. \$3.50 per large division; in doz. lot, \$2.50 per division.

SLAICHERT HOME NURSERY

St. Ansgar, Ia.

TREE PEONIES

Yearling grafts of named varieties, regularly \$15.00 per 10, \$125.00 per 100. Deduct 8 per cent on August orders. Send 25 per cent deposit. Late fall delivery. White, pink, red, purple.

ATHA NURSERY, West Liberty, O.

PEONIES

Large 3 to 5-eye divisions, from 3-year-old block, \$30.00 per 100, F.O.B. here. Varieties: Felix Croume, Karl Rosefield, red; festiva maxima, white; edulis superba, pink.

GILBERTSON NURSERY, Kindred, N. D.

RHODODENDRONS

RHODODENDRON HYBRIDS

1-year, field-grown grafted plants imported from Holland in the spring. \$75.00 per 100, \$350.00 per 500, \$650.00 per 1000 lot. List of varieties on demand.

VERKADE'S NURSERIES, Wayne, N. J.

RHODODENDRON—Continued

OWN-ROOT HYBRID RHODODENDRONS
We are specializing in the rooting and growing of hybrid Rhododendrons.

We offer for sale as of September 1, in variety, fine healthy bushy plants of excellent color from 12 to 24 ins. in red, white, pink, lavender and purple.
Let us know your needs or better still visit us at our nurseries.

EAST NORTHEAST NURSERIES

415 Clay Pitts Rd.
East Northport, L. I., N. Y.
Phone Forest 8-7240

ROSEBUSHES

THORNY ROSA MULTIFLORA

We will now book orders for fall or spring delivery.

2 to 3 mm. caliper.....	\$10.00 per 1000
3 to 6 mm. caliper.....	15.00 per 1000
6 to 12 mm. caliper.....	30.00 per 1000
Bed-run, 2 mm. up.....	12.50 per 1000

10 per cent off on orders of 10,000 or more.
No packing charge. F.O.B. Vandalla, Ill.

MESTEL NURSERY

Route 2
Vandalla, Ill.

RHODODENDRON MAXIMUM

Nursery-grown and collected. 1 to 7 ft. high. Well-shaped, symmetrical plants.

CURTIS NURSERIES, INC.

Callicoon, N. Y.

SEEDS

LAWN SEED

Wholesale prices, lowest in years.

	50	100
Landscape Gardeners' Mixture.....	\$25.50	\$50.00
Cemetery Mixture.....	30.00	58.00
Athletic Field Mixture.....	23.00	44.00
Shady Mixture.....	24.50	47.00

F.O.B. New York. 300 lbs. shipped freight paid. Write for complete list which shows contents of above and other formulas, as well as prices for individual grasses.

HERBST BROTHERS

SEEDSMEN, INC.

678 Broadway New York 12, N. Y.

SEEDS

Order now to insure delivery of 1955 crop Colorado Douglas Fir, \$9.50 and Colorado Blue Spruce, \$8.50. Quantity prices on request. Postage paid if cash with order.

WESTERN EVERGREENS

14355 W. 44th Ave. Golden, Colo.

Small Ads Do Great Things in the American Nurseryman Classified Section.

SHRUBS AND TREES

LINERS

TERMS: 2 per cent discount for cash with order, plus FREE PACKING. Usual terms, net 30 days. Cost of packing extra. No C.O.D.

All stock offered is subject to prior sale.

The following is what we have in 2½-in. rose pots, which can be shipped now or reserved for fall shipment. These plants are well established now. Real nice plants.

	1 to 300 or more	Each	Each
700 Juniperus squamata meyeri.....	\$0.20	\$0.18	
300 Euonymus patens LL.....	.18	.15	
850 Buxus sempervirens.....	.15	.12	
150 Ilex crenata convexa.....	.17	.15	
200 Ilex crenata rotundifolia.....	.17	.15	
700 Pyracantha Lalandi.....	.20	.18	
800 Mahonia Aquifolium.....	.20	.18	

The following list we will have to offer this coming spring, 1956, out of 2½-in. Rose pots.

BOOK YOUR ORDER EARLY

	1 to 100	100 to 1000	Each	Each
Ilex opaca femina (Teas).....	\$0.35	\$0.30		
Ilex opaca femina (Croonenburg).....	.35	.30		
Ilex crenata convexa.....	.17	.15		
Ilex crenata rotundifolia.....	.17	.15		
Magnolia soulangeana nigra.....	.30	.25		
Juniperus Pfitzeriana.....	.22	.20		
Juniperus excelsa stricta.....	.20	.17		
Juniperus glauca Hetzli.....	.20	.17		
Juniperus Iris fastigiata.....	.20	.17		
Juniperus squamata Meyer.....	.20	.17		
Euonymus radicans (Sarcocoe).....	.20	.17		
Euonymus patens.....	.18	.15		
Euonymus Newport.....	.18	.15		
Pyracantha Lalandi.....	.20	.18		

Upon request we will quote you large quantity bare-root liners out of the propagating bed.

PEACE & SON NURSERY

Highway 59 North, P.O. Box 304
Phone 6511 Siloam Springs, Ark.

Abelia grandiflora, Euonymus coloratus, Pedicularis, \$12.50 per 100. Euonymus japonicus, hardy Ives, Flowering Pomegranates, \$15.00 per 100. These are medium to large, 2 to 3-in. pots.
Escott's, Fort Smith, Ark.

SURPLUS SHRUB LIST

	Per 100	Per 1000
Azalea mollis, 10 to 12 ins. bare-root.....	\$ 95.00	\$ 900.00
10 to 12 ins. B&B.....	115.00	
12 to 15 ins. B&B.....	150.00	1350.00
15 to 18 ins. B&B.....	175.00	1600.00
Azalea poukhanense, 12 to 15 ins. B&B.....	200.00	
Red Barberry, 15 to 18 ins. 18 to 24 ins.....	35.00 40.00	325.00 375.00
Barberry mentorensis, 15 to 18 ins. 18 to 24 ins.....	37.50 42.50	350.00 400.00
Caryopteris Blue Mist, 15 to 18 ins. 18 to 24 ins.....	37.50 35.00	
Deutzia gracilis, 12 to 15 ins. 15 to 18 ins. 18 to 24 ins.....	70.00 80.00	650.00 750.00
Euonymus patens, 15 to 18 ins. 18 to 24 ins.....	70.00 80.00	650.00 750.00
Forsthia Spring Glory, 2 to 3 ft. 3 to 4 ft. 4 to 5 ft. 5 to 6 ft. 6 to 7 ft. 7 to 8 ft. 8 to 9 ft. 9 to 10 ft. 10 to 11 ft. 11 to 12 ft. 12 to 13 ft. 13 to 14 ft. 14 to 15 ft. 15 to 16 ft. 16 to 17 ft. 17 to 18 ft. 18 to 19 ft. 19 to 20 ft. 20 to 21 ft. 21 to 22 ft. 22 to 23 ft. 23 to 24 ft. 24 to 25 ft. 25 to 26 ft. 26 to 27 ft. 27 to 28 ft. 28 to 29 ft. 29 to 30 ft. 30 to 31 ft. 31 to 32 ft. 32 to 33 ft. 33 to 34 ft. 34 to 35 ft. 35 to 36 ft. 36 to 37 ft. 37 to 38 ft. 38 to 39 ft. 39 to 40 ft. 40 to 41 ft. 41 to 42 ft. 42 to 43 ft. 43 to 44 ft. 44 to 45 ft. 45 to 46 ft. 46 to 47 ft. 47 to 48 ft. 48 to 49 ft. 49 to 50 ft. 50 to 51 ft. 51 to 52 ft. 52 to 53 ft. 53 to 54 ft. 54 to 55 ft. 55 to 56 ft. 56 to 57 ft. 57 to 58 ft. 58 to 59 ft. 59 to 60 ft. 60 to 61 ft. 61 to 62 ft. 62 to 63 ft. 63 to 64 ft. 64 to 65 ft. 65 to 66 ft. 66 to 67 ft. 67 to 68 ft. 68 to 69 ft. 69 to 70 ft. 70 to 71 ft. 71 to 72 ft. 72 to 73 ft. 73 to 74 ft. 74 to 75 ft. 75 to 76 ft. 76 to 77 ft. 77 to 78 ft. 78 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SUPPLIES AND SERVICES

FERTILIZERS

SOLUBLE FERTILIZERS
PETERS SPECIAL, 20-20-20, general purpose fertilizer.
PETERS SPECIAL, 21-7-7, azalea special, chelated iron.
 \$6.00 per 25-lb. bag, \$20.00 per 100 lbs.
 F.O.B. Allentown, Pa.
ROBERT B. PETERS CO.
 739 N. 7th St. Allentown, Pa.

Surplus Stock
 can be easily and quickly turned into
 Cash
 by listing it in the
American Nurseryman Classified Ads.

FLATS

MINNESOTA WHITE CEDAR FLATS.		
Order by No.	Wt. Per 100	Price Per 100
No. 1, 14x20x2 1/2	320	\$25.00
No. 2, 14x20x3 1/2	400	29.00
No. 3, 12x16x2 1/2	260	19.00
No. 4, 12x16x3 1/2	275	22.50
No. 5, 14x16x2 1/2	275	21.50
No. 6, 14x16x3 1/2	290	25.50
No. 7, 15x22x2 1/2	380	28.50
No. 8, 15x22x3 1/2	425	33.00
No. 9, 11 1/4 x 22 1/2 x 2 1/2	320	23.00
No. 10, 11 1/4 x 22 1/2 x 3 1/2	400	26.75
No. 11, 14x16x5	450	30.00
No. 12, 5x11x5	160	16.00
No. 12, 5x16x5	215	18.50
Plant Boxes, 6x8 1/2 x 2 1/2	45	5.00

All other sizes quoted on request.
 5 per cent discount on orders of 1000 or more.

The above measurements are inside. Bottoms and sides of cedar flats are 3/4-in. thick; ends are 1/2-in. Plant boxes are thinner.

All material surfaced on one side.
 Your name and address printed up to 3 lines in black ink, on one or both end pieces at the following rates: Set-up charge, \$1.00, plus 3/4c per piece for the first 1000 ends, 1/2c per end thereafter. Shipped knocked-down in units of 25.

All shipments by truck unless otherwise ordered. F.O.B. Cook, Minn. Attach check.
H. C. HILL & SONS, Cook, Minn.

REDWOOD FLATS, K. D.

Finest stock obtainable. Guaranteed all clear heart. Size 20x15x3 ins. inside measure. \$38.00 per 100.

1x1-in. Cypress stakes, pointed.
 50 pcs. to bundle, 4 ft., \$3.50 per bdl.
 50 pcs. to bundle, 5 ft., \$4.50 per bdl.
 50 pcs. to bundle, 6 ft., \$5.50 per bdl.
 Ship same day. Cash with order, please.
YOHO & HOOKER, Youngstown 2, Ohio

Quick — Convenient — Cheap!
 Selling through the Classified Ads
 of the American Nurseryman.

LABELS

DAHLIA OR TREE LABELS

Priced per 1000		
	Plain Painted	
3 1/2 x 5 ins., notched (not wired)	\$2.50	\$3.00
3 1/2 x 5 ins., wired (copper)	3.30	4.10
POT LABELS		
4x5 ins. (cartons 1000 each)	3.30	3.95
5x5 ins. (cartons 1000 each)	3.60	4.30
6x5 ins. (cartons 1000 each)	3.90	4.85
8x5 ins. (cartons 500 each)	6.00	7.20
10x5 ins. (cartons 500 each)	7.00	8.50

GARDEN STAKES

Price per carton.		
8x 7 1/2 ins. (cartons 250 each)	2.50	3.00
10x 7 1/2 ins. (cartons 250 each)	2.75	3.25
12x1 1/2 ins. (cartons 100 each)	1.75	2.00

EVERMARK PENCILS

The original label marker. 1 doz. 7-in. pencils per box, \$1.25.
 Our labels are perfectly white and smooth on both sides and are pronounced by growers the best and most economical.

"We ship the same day."
YOHO & HOOKER
 Youngstown 2, O.

Sell Stock Quickly and Easily with
American Nurseryman Classified Ads.

LUMBER

LATH

Large quantity 3/4x1 1/2x48 ins. size, Red Cedar, Fir or Hemlock building lath. Ideal for shade, lattice or stakes. Bundled 50 per bundle for shipment. \$14.85 per 1000 lath. F.O.B. Mt. Vernon, Ill. No C.O.D.
HAWKINS MILLION DOLLAR HEN, INC., Mt. Vernon, Ill.

More customers for you!
 Over 8,000 subscribers, all active buyers,
 see your ad in the American Nurseryman.

ORCHID SUPPLIES

OSMUNDA, fresh "live" fiber; dark mixed; light, \$8.00; 2 bales, \$15.00. F.O.B. Fla. Two bales shipped as cheaply as one.

WIRE STAKES, No. 10 ga. galvanized wire.
 Per 100 Per 1000 Per doz.
 14 ins. \$2.80 \$24.00 \$3.35
 18 ins. 3.60 30.00 .45
 24 ins. 4.80 40.00 .60
SPARKLAPAK, for packing blooms. Easy to use; does not mat or pack down. Enhances the beauty of your blooms.
 70c per lb., \$6.25 per 10 lbs.
 Priced F.O.B. Subject to change without notice.

WRIGHTWOOD FLORAL CO., INC.
 2407 N. Main St. Houston 9, Tex.

PLANT FOOD

ROSE FOOD, DUST OR SPRAY
 Packaged private brand to your specifications. Insure repeat sales with your own label. Inquiries invited. Low prices.
E. B. ODENKIRK & CO.
 Private brand specialists
 2287 S. Belvoir Blvd. Cleveland 15, O.

PLANT TUBS

UTILITY PLANT TUBS		
Made from New England White Pine		
	F.O.B. New Hampshire	F.O.B. Chicago
Size	Per 100	Per 100
7 x 7 ins.	\$7.50	\$8.00
8 x 8 ins.	72.50	80.00
8 1/2 x 6 1/2 ins.	75.00	82.50
8 x 8 ins.	80.00	87.50
9 x 6 ins.	77.50	85.00
9 x 9 ins.	85.00	92.50
10 1/2 x 6 ins.	85.00	92.50
10 x 9 ins.	92.50	100.00
11 x 7 ins.	85.00	92.50
12 x 7 ins.	92.50	100.00
12 x 9 ins.	110.00	127.50
12 x 11 ins.	145.00	162.50
14 x 8 ins.	150.00	167.50
14 x 13 ins.	175.00	192.50

ALEC HENDERSON, INC.
 1305 W. Randolph St. Chicago 7, Ill.
 Phone: Monroe 6-3082

Small Ads Do Great Things in the
American Nurseryman Classified Section.

SPHAGNUM MOSS

1955 CROP NO. 1 SPHAGNUM MOSS
 Large burlap bales, long fibered, clean, firmly packed; bale, \$1.30. Quantity prices.
JOSEPH JAMROS, CITY POINT, WIS.

STAKES

BAMBOO CANE STAKES		
Dyed green, pencil thickness.		
	Packed 2000 per bale	Per 1000 Per bale
1 1/2 ft.	\$3.50	\$ 6.00
2 ft.	4.50	8.00
2 1/2 ft.	5.50	10.00
3 ft.	7.00	13.00
3 1/2 ft.	8.50	16.00
4 ft.	9.50	18.00
5 ft.	12.50	24.00
SPLIT BAMBOO, DYED GREEN		
	Per 1000 Per bale (5000)	
12 ins.	\$2.50	\$10.00
15 ins.	3.50	15.00
18 ins.	4.50	20.00
24 ins.	5.50	25.00

F.O.B. CHICAGO
 Quantity discounts: 10 bales up, less 5 per cent; 25 bales up, less 10 per cent.
ALEC HENDERSON, INC.
 1305 W. Randolph St. Chicago 7, Ill.

NBS
IMPORTED BAMBOO STAKES
 Specially selected and prepared for use in staking heavy plants. Only the bottom cuts of bamboo are used, and ends are cut close to a joint to reduce splitting and decay.

	Per bale
4 ft. (1/2 to 3/4-in. dia.), 500 per bale	\$24.50
5 ft. (1/2 to 3/4-in. dia.), 250 per bale	20.50
6 ft. (1/2 to 3/4-in. dia.), 200 per bale	20.00
7 ft. (1/2 to 3/4-in. dia.), 150 per bale	19.00
Generous quantity discounts: 5 bales up, less 10 per cent; 10 bales up, less 15 per cent.	
25 bales up, less 20 per cent. Bale lots only.	
F.O.B. New York. Immediate shipment.	
McHUTCHISON & CO.	
95 Chambers St. New York 7, N. Y.	

STAKES, GALVANIZED HARD STEEL.
 Galvanized Wire.
 Prices and samples sent upon request.
SCRUPP SUPPLY CO., Wilmette, Ill.

CYPRESS PLANT STAKES

50 Pieces to Bundle
 1x1-in.—3 ft., pointed.....\$3.00 per bundle
 1x1-in.—4 ft., pointed..... 3.50 per bundle
 1x1-in.—5 ft., pointed..... 4.50 per bundle
 1x1-in.—6 ft., pointed..... 5.50 per bundle
 1x1-in.—7 ft., pointed..... 7.00 per bundle
 These stakes are made of cypress and redwood; are good, strong stakes and will give long service. "A little better than seems necessary."

WE SHIP SAME DAY!
YOHO & HOOKER
 Youngstown, O.

HEAVY BAMBOO STAKES			
Per 100	1/2 to 3/4-in.	3/4 to 1-in.	1 to 1 1/2-in.
4 ft.	\$2.88	\$3.44	\$4.24
5 ft.	3.60	4.30	5.30
6 ft.	4.32	5.16	6.36
7 ft.	5.04	6.02	7.42
8 ft.	5.76	6.88	8.48
2000 up, less 5%; 5000 up, less 10%.			
A. C. PATTERSON, Centertown, Ky.			

LILY SHOW AT BOSTON

Over 2,000 lilies were on display at the eighth annual lily show of the North American Lily Society held in Horticultural Hall, Boston, Mass., July 12 to 14, under the co-sponsorship of the Massachusetts Horticultural Society.

The winners of special awards included Andrew A. Simoni, Norwood, Mass., who won the directors' cup for the best white trumpet lily. The M. E. Pierce cup went to C. L. Shride, Seattle, Wash., for a collection of native species.

Silver medals of the Massachusetts Horticultural Society were given to the Oregon Bulb Farms, Gresham, Ore., for a collection of lily species; to Mr. Shride for the best stalk of a named hybrid lily; to Strawberry Hill, Rhinebeck, N. Y., for a collection of lily hybrids; to James Cass, Hyde Park, Mass., for his collection of lily color plates, and to the Merrys, Needham, Mass., for a display of hemerocallis. The society's bronze medal was awarded to the United States Department of Agriculture for its display of hybrid lilies.

The D. G. Griffiths cup for the best unnamed new seedling was awarded to the Oregon Bulb Farms.

The silver medal of the Toronto Horticultural Society for the best spike of a lily hybrid originated in Canada went to the Dominion experiment farm, Vineland, Ont. The bronze medal of the Toronto Horticultural Society also went to the Dominion experiment station.

WILLIAM KERN, a nurseryman at Bonner Springs, Mo., was appointed one of three appraisers to assess damages in connection with condemnation proceedings to acquire a right of way in Wyandotte county for the new Kansas turnpike.

WANTED and FOR SALE ADS

Help and Situation Wanted and For Sale Advertisements.

Display: \$4.00 per inch, each insertion.

Lines: 35¢ line; minimum order \$3.50.

HELP WANTED

LANDSCAPE SALESMAN

For full-time employment with modern nursery landscape business in east coast community with excellent opportunities. Must have own car and training in plant materials from reputable landscape school or practical experience with same. Must have training in or experience with principles of landscape design. Apply by letter stating age, training, experience, references and enclosing picture. State earliest date available. Write to Box 173, care of American Nurseryman.

HELP WANTED

Man wanted as assistant to owner-manager of small, well-established nursery and sales garden. Located in southeastern area on heavily traveled federal highway. Must have own car and have training or experience as landscape salesman, with ability to draw plans and handle men. Excellent opportunity to eventually take over management and ownership, as owner is middle-aged and plans to retire within the next few years. State qualifications in first letter and when available. Address replies to Box 195, care of American Nurseryman.

HELP WANTED

Grower for nursery, capable of propagating and growing evergreens, also managing 50 acres of sod and nursery stock. Located in western Pennsylvania. Must be experienced; no others need apply. Write to Box 193, care of American Nurseryman.

HELP WANTED

Young man with experience in nursery management for small, well-stocked nursery in southwest. About 15 acres under irrigation. Quarters available. Guaranteed salary with percentage arrangement; no investment required. Available immediately. Interview desirable. Write fully stating experience and qualifications. References will be returned. Address: SANDIA GARDENS NURSERY Rt. 4, Box 210 Albuquerque, N. M.

HELP WANTED

Experienced office man wanted by one of the larger nurseries in the east.

Address replies to Box 209, care of American Nurseryman.

HELP WANTED

LANDSCAPE SALESMAN

Splendid opportunity with prosperous 64-acre nursery in Indiana. Salary and commission. State particulars in first letter. Write Box 200, care of American Nurseryman.

HELP WANTED

Aggressive and cooperative landscape salesman with proved sales record for fast-developing area in midwest. Ability to draw plans an advantage. Cover experience in first letter. Address replies to Box 186, care of American Nurseryman.

HELP WANTED

Salesman to call on trade in mountain states for a large mid-western wholesale nursery. Must be willing to live in territory. Car, expense account, drawing account and commission. Give references and full particulars about self when applying. Write Box 206, care of American Nurseryman.

HELP WANTED

AGENTS

We have areas available on the west coast, a few in the middle west and on the east coast. We are leading growers in Holland of high-quality stock. Liberal drawing account. Prefer men who do not require too large a territory. Address replies to Box 202, care of American Nurseryman.

HELP WANTED

LANDSCAPE FOREMAN

Must be thoroughly experienced in handling men and equipment. Must know plant material. Year-round job in Westchester county, New York. Top salary for right man. Reply in detail to Box 204, care of American Nurseryman.

HELP WANTED

EXPERIENCED NURSERYMAN

Prefer middle-aged man. Will consider recent arrival from Holland. Fine chance to advance with prosperous 64-acre nursery in Indiana. \$75.00 a week plus commissions. State full particulars in first letter. Address replies to Box 201, care of American Nurseryman.

WANTED TO BUY

OR LEASE

Small garden center nursery or florists' shop. Must have parking space. Will consider partnership with active participation. Write to Box 190, care of American Nurseryman.

BUSINESS OPPORTUNITY — Professor fully occupied by teaching duties nine months of the year owns 33-acre nursery in northern New Jersey which he operates as a part-time venture. Prosperous business conditions have resulted in more business than can be handled on a part-time basis and delivery of orders are two months behind schedule.

Owner seeks working partner to share half of profits after payment of fair living wage. Investment required: \$6000 in cash or notes for half interest in present stock with retail value of approximately \$45,000. Prefer college graduate with initiative and ability to take complete charge. Over 10 acres ready for planting and money available for new ventures in planting and propagating.

Interested parties please contact Box 192, care of American Nurseryman.

SITUATION WANTED—Experienced garden center salesman available for fall and spring seasons. Good knowledge of plant material. Good references and proved sales ability. Will want leave of absence during slow seasons between spring and fall. More data on request. State salary in replying. Address Box 197, care of American Nurseryman.

HELP WANTED

LANDSCAPE ARCHITECT

Old, well-established landscape company in Wisconsin has opening for landscape architect. Graduate preferred, but general landscape experience will be satisfactory. Must have excellent references. Write giving full experience, education and salary expected. Write Box 189, care of American Nurseryman.

HELP WANTED

Experienced landscape foreman. Must have ability to handle labor and work from plans. Address replies to Box 187, care of American Nurseryman.

HELP WANTED

Young, experienced nurseryman to assist estate manager with azalea nursery in South Carolina. Attractive house plus salary of \$225 to \$250 per month. Write to Box 210, care of American Nurseryman.

WANTED

Landscape Planting Foreman

Must know plant material and be able to plant from blueprints. Steady year-round work. In letter, state qualifications and experience. Write: MILLANE NURSERIES AND TREE EXPERTS, INC. Cromwell, Conn.

HELP WANTED

Experienced propagator needed. Must be able to sell. No age limit. Nursery located near bus line and stores. House available, if desired. If married, housework available for wife in owner's home. State qualifications, experience, etc.

SUNSET NURSERY

4007 Elrod Ave.

Tampa, Fla.

FOR SALE

OR LEASE

All or part interest in a 30-year-old Puget Sound perennial, shrub and tree nursery. Good buildings, land and equipment and loyal customers. Owner too old to continue operation. Excellent opportunity for man of integrity and know-how. KAYLOR NURSERIES Rt. 1, Arlington, Wash.

FOR SALE

Or will accept a working partner. 30 acres, fine house, good location. Want to start a streamlined azalea-growing nursery. Mostly contract growing. Have the markets. Address replies to Box 597, Ocean Springs, Miss.

FOR SALE

Retail nursery, garden and gift shop. 40 acres, with good stock of evergreens, ornamental trees, shrubs and gifts. Situated on main highway in a fast-developing section of the midwest, with a number of small towns nearby. Living quarters for five or more families available. Write to Box 199, care of American Nurseryman.

FOR SALE—Businesses may be offered for sale by use of a want ad liner such as this. Cost: 35¢ per line (minimum order \$3.50). Your ad will be seen by more than 8000 American Nurseryman readers.

FOR SALE WITH TERMS

Old, established, profitable nursery. Over 2 acres, well stocked, 20,000 evergreens, etc., private irrigation system, greenhouses available; also salesyard and garden shop. Located on well-traveled thoroughfare in Peoria, Ill., a thriving midwestern city. Ample parking space for repeat customers. This profitable business is well established and has been serving the public over 50 years. Includes landscaping, tree service and pest control. Owner moving to California; desires early sale with very interesting terms. Your profits well established and has been serv-ranch-type home available with this nursery, if desired; also building site for a new home available on the premises. Contact CITIZEN'S REAL ESTATE CO., Suite 601, Citizen's Building, 225 Main St., Peoria, Ill. Phone 3-8161.

FOR SALE

HILL TOP NURSERIES Loxley, Ala.

Reason for selling: Just spent over a month in hospital and not able to look after my nursery in Georgia and in Alabama, too. 50 acres of rich land on Highway 90, 18 miles east of Mobile. Two good houses, two greenhouses, barn, two deep wells, large area under lath, fine salesyard and nursery stocked with good salable plants. Will sacrifice for \$42,500; half cash, balance easy terms. Write

J. D. Fuller
MOUNTVILLE NURSERIES
Mountville, Ga.

FOR SALE

3-acre landscape nursery, well stocked. Ever-increasing yard sales. Unlimited landscape work. Well established and located in the fastest-growing community of northern New Jersey. Price only \$20,000. Includes 6-room house with modern improvements, 2-car garage, 1953 Ford truck, Rototiller, 100 sashes, reed mats, tools, etc. Owner's health poor; must quit. Address replies to Box 203, care of American Nurseryman.

FOR SALE

2-acre nursery with complete line of nursery stock. Includes a nice selection of trees and shrubs, water for irrigation, house and other buildings. Located in northern Iowa. \$25,000 complete with tools and household goods. Address replies to Box 180, care of American Nurseryman.

FOR SALE — Retail nursery established 1944. Growing all varieties of perennial plants, lilies, phlox, gladioli and specializing in hardy mums. 3500 deciduous trees and shrubs; annual plants in season. 9½ acres, of which 6 acres are fully stocked. 5-room modern home, plenty of parking space, 30x36-ft. highway sales building, 20x25-ft. lath house, 12x20-ft. garage, 10x12-ft. tool house, 9x12-ft. cabin for help, 6x8-ft. bulb house, 12x16-ft. bulb storage. All tools, signs, markers, Pond tractor with all attachments, Ford V-8 panel truck. Located in southern Michigan, on busy U. S. highway, near city with 160,000 population. Owner retiring because of age. For full information, write Box 208, care of American Nurseryman.

FOR SALE

Bicycle and lawn mower sales and service business in Hialeah, Fla., area. Exclusive local franchise. Near heart of town. Valuable 120x194 ft. of land with building included. Priced low. Terms. (6425-A)

Florists' business and greenhouses in north-eastern Alabama. Excellent reputation. Important city. Over \$30,500 volume. 75x200 ft. of land with 3 homes and 2 greenhouses included. Priced low for quick sale. (6357-A)

Nursery in San Francisco, Calif., bay area. Nets approximately \$11,000 a year. In fast-growing residential section. An excellent opportunity. (22104)

Nursery and valuable income property in west central Florida, near Tampa. Square block of land on main thoroughfare. Nursery netted \$8,000 last year. Land ideal as supermarket or any other large development. Excellent opportunity (6466-A)

Tree surgery business and nursery, San Fernando valley, Calif. Excellent reputation established in over 20 years of quality service. File of 500 customers. Nets \$5,000 a year. Priced to sell to qualified buyer at only \$12,000 including valuable inventory. (22129)
Free bulletins on above businesses.

CHARLES FORD & ASSOCIATES
6425 Hollywood Blvd.
Los Angeles 28, Calif.
87 Walton St. N. W., Atlanta, Ga.

FOR SALE

Owner of two nurseries wants to reduce size of business by twelve acres. Offering top-quality nursery stock, including Moerhous spruce, several thousand yews, junipers, etc., in field lots at special prices. Or will sell all or part of business, land and buildings, or lease. Located on good state highway, south of Chicago, Ill., near several good towns with plenty of home-building projects. Business operated at this location for 25 years. Only financially responsible persons need respond. No partnerships.

Write Box 207,
care of American Nurseryman.

FOR SALE

Nursery, wholesale and retail. Established 30 years in heart of Puget Sound in western Washington. Yearly gross business over \$115,000. Landscaping, propagators and growers of flowering, ornamental shade, nut and fruit trees (dwarf and combination), evergreens, shrubs, roses and berries. A beautiful 5-bedroom home, large garage and workshop with 2-bedroom apartment above, one 2-bedroom house, modern office and packing building, Greenhouse, lath houses and other buildings. Tractors, trucks and power equipment. 23 acres of nursery stock. Owner wishes to retire. Priced right and good terms. Write:

EARL BIDWELL & CO.
10748 Bothell Way
Seattle 55, Wash.

FOR SALE

Second-hand greenhouses in all sizes. Greenhouse materials of every kind. Heating and construction pipe, valves, angle iron, flat iron, etc. 2500 cypress hotbed sash, 2x6 ft., 3 rows 10-in. glass, iron center brace. We buy greenhouses for wrecking.

SEABOARD GENERAL SUPPLY CO.
P. O. Box 53
Hillsdale, N. J.
Phone: WAverly 8-0404

FOR SALE

The southwest's finest tree mover. All hydraulic. Fast, safe and simple. Capacity 13,000 lbs. 7½-ft. ball. Mounted on 1948 International truck, flat stake bed for double use. Also Ford tractor back hoe attachment for digging trees and holes. Complete \$3500.00.

HILL'S NURSERY
P. O. Box 43
Victoria, Tex.

FOR SALE

EXCEPTIONAL BUSINESS OPPORTUNITY; PROSPEROUS HYDROPONIC AND CONVENTIONAL NURSERY OPERATION WITH HIGHLY SELECT EXTRA LAND FOR EXPANSION OR SALE

This valuable Dallas property is being sold far below its real worth. Located in desirable north Dallas industrial area where neighboring land values are almost double the price quoted, the land as it stands by itself is a worthwhile, profitable investment.

The nursery buildings are in excellent condition. They include 11 greenhouses (bench space, 34,977 sq. ft.), 2 of which are equipped to grow hydroponically, large office space, 3 dwellings, assorted garages, tool houses and boilerhouses. Greenhouses are presently planted in roses, chrysanthemums, lilies, hydrangeas, pot plants, snapdragons and pompons.

Total land area is 13.5 acres; however, only 5.5 acres are necessary for successful nursery operation. The additional acreage can be used for expansion or for increased realty values as the area continues to be improved. The property carries an M-1, light manufacture, zoning regulation. A railroad spur is available off M-K-T main line.

If purchased for the land alone, this would be an extremely fortunate investment; if the nursery is operated, it would be a continuing source of income. All told, it is a great value, offering substantial capital gain.

13.5 acres at \$10,000 an acre—
the complete property, \$135,000.

Write or call Henry Maher.

MAJORS & MAJORS, Realtors
"Real estate is your best investment"
First National Bank Bldg., Dallas, Tex.
Riverside 3231

FOR SALE

Well-established, wholesale evergreen seedling nursery in Montana, specializing in Douglas fir and Colorado blue spruce transplants. Shipping to more than 130 retail and wholesale nurseries and private growers in United States and Canada. Unlimited market. Located in beautiful mountain setting on Highway 10 in the west's big game hunting and fishing region. 275 acres, all irrigated. 8-room, new ultramodern home; full line of machinery. Price, \$55,000; \$16,500 down, balance on terms. Ask for full information. P. L. O'NEILL, Box 182, Superior, Mont.

FOR SALE

Buyers for nurseries of all types in any part of the country are reached through an ad in this department, the trade's real-estate and business market. The cost is only \$4.00 for 1-inch space.

[Continued on page 76]

WANT ADS

Additional Want Ads on
Preceding Page

FOR SALE

BY OWNER

35-year-old established retail and landscape nursery in northwestern Ohio. Located within 3 miles of a rapidly growing industrial city of 60,000. Doing over \$50,000 business annually with excellent opportunity for enlarging. Consists of 50 acres well stocked, 2 lath houses, new storage building, 2 greenhouses and 6-room, all-modern home. Fully equipped with 3 trucks, 3 tractors, tree mover and several other specialized tools. Because of health, owner is anxious to sell and would consider selling part or all of the above. Address replies to Box 198, care of American Nurseryman.

FOR SALE

GARDEN CENTER

Located in new homes area of suburban Chicago. Beautiful modern store with large storage and workshop area, solarium and office on heavily traveled business street. Plenty of parking area on grounds, large garden, landscaped and fenced. Owner has other interests and cannot handle increasing business. Will deal with responsible principals only. Real estate, business and inventory, \$75,000. Terms. Subject to inventory. Address replies to Box 205, care of American Nurseryman.

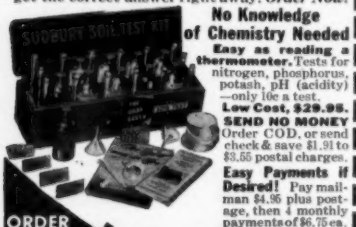
MAKE MORE MONEY

Test
Your Own Soil!

Grow Better Plants at Lower Cost

Here's how to guarantee yourself more dollars from every row. Don't put up with stunted stock when it's so easy to grow bigger, hardier, healthier plants that sell themselves! These simple 10-minute tests tell just what to do, how much fertilizer to use. Saves money, prevents plant losses, corrects alkalinity or acidity (pH). The **Sudbury Soil Test Kit** makes your nursery such a beauty spot everybody will stop and buy.

Test anywhere—in the field, frames and greenhouse. Do it yourself—no long waiting for reports—get the correct answer right away. **Order Now!**



ORDER
FROM
THIS AD

BETTER CROPS GUARANTEE
Your money back anytime within a year if you don't get better plants.

SUDBURY LABORATORY
Box 18, South Sudbury, Mass.

GREENHOUSE ERECTION

BY

C. E. NURNBERGER

15 Hillside Ave. WOBURN, MASS.

Phone: WO 2-3714-W

ROUND TABLES

[Continued from page 13]

the Vanity Fair Knitting Mills project in Alabama in which parks were built and donated to communities. The industrial concern pays for the maintenance, and the community leaders control the parks.

Estimating Landscape Jobs

The subject, "Estimating Landscape Jobs," was considered under three headings, "Why do we estimate?", "On what do we estimate?" and "How do we estimate?" Harold Parnham, Robinson & Parnham, Des Moines, Ia., served as moderator of this round table, while Jesse Flory, LaBars' Rhododendron Nursery, Stroudsburg, Pa., was reporter. Under the heading of "Why do we estimate?" Mr. Parnham said it must be done to arrive at the price that should be charged to provide complete and satisfactory landscape work for the customer, cover all costs visible and hidden and provide a reasonable profit for the nurseryman.

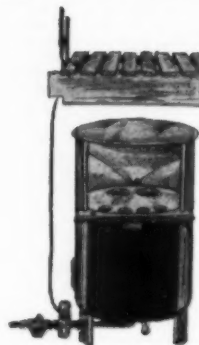
Under the heading "On what do we estimate?" it was found, after polling the group, that practically all were interested in considering small to medium-size landscape plantings about residence, industrial and public buildings. The discussions were based upon this type of work.

How to Estimate

The question, "How do we estimate?", is most important, said Mr. Parnham. There are variations in various sections of the country. Two major methods of estimating are used. Under the first, no guaranteed price is given. The plants are listed at a certain price, as are the supplies; an approximate price for labor is also listed, but the final charge is made for the actual hours put in. The second method, the contract method, which the majority of nurserymen use, is to give a guaranteed price for the entire job, covering the plants, supplies and labor.

Discussing labor costs, many nurserymen use the percentage job basis, related Mr. Parnham, figuring the labor at 50 to 60 per cent of the plant cost. For an individual plant or just a few plants, the labor percentage can be from 100 to 200 per cent. There are weaknesses in this method, he said, for it costs as much to plant an inexpensive plant as it does a higher-priced plant. This

Southern Burner Heaters for ORCHIDS and GREENHOUSES



Manual — Automatic

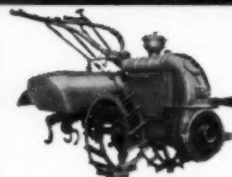
Write for prices.

WRIGHTWOOD FLORAL CO., INC.

2407 N. Main St.

Houston 9, Tex.

The Original SWISS ROTARY TILLERS



REPAIR
PARTS
AVAILABLE
FOR
ALL OLD
MODELS

Best for
37 Years

Mfd. by **SIMAR** since 1918
Write for details of new models.

E. C. GEIGER CO.

P. O. Box 270
NORTH WALES, PENNSYLVANIA
U. S. A. Distributor

NURSERY TAGS

"Weather Resistant"

Size 1/2x5 Ins.	
Prices per 1000—Tag Stock	
1000 to 4000.....	\$1.10
5000 to 9000.....	.95
10,000.....	.85
20,000.....	\$0.75
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- Made of Water-resistant Paper Stock
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PREMIER SOUTHERN TICKET CO., INC.
P. O. Box 5 CINCINNATI 7, O.

THE JIFFY BALLING CO.

Sales and Demonstration
of the One and Only

JIFFY BALLING MACHINE

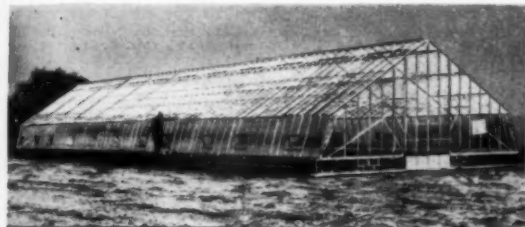
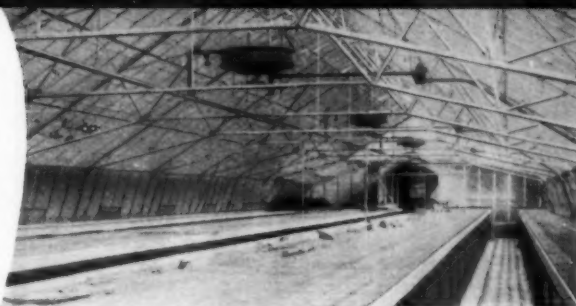
Phone 98

LONG LAKE, MINN.

Plan now...for more PROFIT

WALDOR Prefabricated ALL-ALUMINUM GREENHOUSES

Wise growers plan Greenhouses now for Winter Season profits. Whatever your need, choose a WALDOR from the ONLY complete All-Aluminum, prefabricated line. All sizes, all styles, beautiful designs... for large or small commercial growers, spare time or retirement income. Thousands of satisfied owners the world over.



WALDOR Greenhouses are EASILY ERECTED (only 2 wrenches and a screwdriver needed). No condensate drip. WIDE (6 ft.) roller-mounted, space-saving sliding doors. Low foundation wall — wonderful for ground cropping. Sloping sides give more light. Easy operating cable control for all vents — both sides and roof. Lowest prices, highest quality, greatest strength.

WRITE for FREE Catalog 1C08 by Return Mail

**No Rot! No Rust!
No Paint! No Termites!**

WALDOR Greenhouses
150 Washington St. Salem, Mass.

method also does not cover the variations of work involved, such as the soil problems, distance to the job, etc.

Unit Cost of System

The unit plant cost system sets a price for planting each size and type of plant. There are variations of this, with the price being less when a larger number of items are planted. This system has weaknesses, too, in that it does not take into consideration variations of work and it involves keeping cost sheets up to date. In any method, a factor is the personality of the customer. No method is perfect, it was concluded.

Most nurseries charge for plans made up for customers, later giving a credit on the cost of the materials at the rate of 5 to 20 per cent of the total purchases. Also the estimate should include the time the owner or the department head spends on the job, at the rate of \$5 to \$10 per hour. A nurseryman in the audience said people now expect to pay for the plans and services offered by the nurseryman.

Public Relations

Moderating the round table on "Local Public Relations" was Jack Jones, Southwest Landscape Co., Dallas, Tex., with Louis Wissenbach, Squirrel Hill Nursery, Pittsburgh, Pa., as recorder. Flower

The Homestead Nurseries H.G. Benckhuysen. Boskoop. Holland

Azaleas, Rhododendrons, Magnolias, Peonies, Ornamental Trees and Shrubs, Perennials — Quality Stock in All Leading Varieties. Trade catalog on request.

The most novel pure rose Carnation "REGINA" (Sport of Crowley's Sim)

Outstanding growth, glorious shape and incredible colorfastness, especially during winter months.
Price list on application.

ERVEN Jb. BEEN Kzn. AALSMEER, HOLLAND

H. WYSMAN

Export Nurseries

BOSKOOP HOLLAND

Apply for List.

Maurice C. Ravensberg

Boskoop, Holland

Reliable exporters for general nursery stock since 1922.

Catalog on application.

shows, began Mr. Jones, create a great deal of interest and promote the sale of our products and services. A nurseryman from Florida remarked that sales had increased by approximately 20 per cent because of a flower show in his area.

Garden clubs, Mr. Jones said, are

HOLLAND-GROWN NURSERY STOCK

Rhododendrons

Azaleas

Deciduous Shrubs

Choice Trees

Perennials

RARE and NEW PLANTS

F. J. GROOTENDORST & SONS

BOSKOOP HOLLAND

American Representative:

Manuel Litt

3823 Ave. T., Brooklyn 34, N. Y.

Ask for 62-page catalog.

Mention The American Nurseryman when you write.



Three Good Luck Elves

Finely sculptured and molded . . . brilliantly lacquered. Self-standing. Have many adaptations . . . for birdbaths . . . flowers . . . cocktail trays and as general decorative and conversational pieces. Height, 30 ins.; weight, 10 lbs. Elf, Dwarf and Leprechaun—whole sale, \$13.17 each F.O.B. Chicago.



Colorful Life-size Lawn Flamingos

Lifelike appearance. Molded one with neck up-right, one with neck curved down. Complete with two wooden dowels for legs that insert into body and ground. Height, 36 ins. to beak when placed on lawn; weight, 4 lbs. each. Packed two to a carton—per pair, wholesale, \$7.50 F.O.B. Chicago.



Egrets Sell Like Wildfire

Beautifully molded. Lacquered white with yellow beak. Complete with two wooden dowels for legs that insert into body and ground. Height, 34 ins. when placed on lawn; weight, 6 lbs. each. A fast seller because of the striking appearance and low cost. This item is a must for anyone selling lawn and garden supplies or furniture. Packed one to a carton—each, wholesale, \$5.97 F.O.B. Chicago.

Write, wire or phone:

Frederick International Advertising

CORPORATION

150 WEST ILLINOIS ST. • CHICAGO 10 • Michigan 2-1124

one of the most powerful forces nurserymen have. Cooperate with them, he advocated, for they are selling the nursery industry to the public. Try to get the opportunity to speak before club members and offer your facilities to them.

News Items

Talking on news items in local newspapers, he said that most papers will print items of general interest. It is seldom, he said, that the news item is sent to the right person. Too many times the item goes to the wrong person and never gets into print.

Cooperate with building contractors, he urged. Plant a home in a new housing development. Also, offer a prize for the best landscaped home. Cooperate with the universities also, as many horticultural departments are doing a good job in promoting nurserymen's products to potential users.

The nurseryman should offer the public information on how to plant and what to plant. Being willing to explain how the planting should be done will increase the number of repeat customers over the years, and they are the most valuable customers. Offer to give talks before clubs and civic organizations, the speak-

(F. M. B. No. 156)

A MESSAGE TO IMPORTERS OF BULBS AND NURSERY STOCK

TO ASSURE PROMPT CLEARANCE AND HANDLING OF
YOUR SHIPMENTS THROUGH U. S. CUSTOMS AND
DEPT. OF AGRICULTURE, USE THE SERVICES OF

SEASONED EXPERTS



H. W. ST. JOHN & COMPANY

FOREIGN FREIGHT FORWARDERS

CUSTOM HOUSE BROKERS

18 PEARL ST.

NEW YORK 4, N. Y.

1902 — 53RD ANNIVERSARY — 1955

SUNOX

Controls Damping-off

Root Rot — Fusarium Wilt

2c to 3c treats up to 600 seedlings.

MIDVALE CHEMICAL CO., LODI, N. J.

GREENHOUSE AND NURSERY SUPPLIES

AMERICAN FLORIST SUPPLY CO.

1335 W. Randolph St.

CHICAGO 7, ILL.

er advised. Mr. Jones stressed the featuring of quality and not price.

In summary, Mr. Jones said it is evident that selling public relations will require considerably more of time and effort if nurserymen are to maintain their rightful position in the public spotlight.

Credit and Collections

A round table at which there was a great difference of opinion was that on "Credit and Collections." It was agreed that this is a most important subject and that extension of credit can increase sales volume up to 30 per cent. C. E. Hogan, C. R. Burr & Co., Inc., Manchester, Conn., served as moderator and recorder-reporter for this round table.

Specific policies should be adopted, he said. Persons responsible for sales should not grant the credit. Once the credit is established, then you have the problem to collect. After six months it is almost impossible to collect an account. There is an urgency in collecting, because the account may have to be written off or, if the case is turned over to a lawyer, one will lose half of the amount.

Form envelopes and letters are not good for collecting, except on a small account. When colored paper stock is used, Mr. Hogan related, tests have shown that yellow paper attracts more money. The retail nurseryman says it is impossible for him to send out statements immediately during his busy season, but the wholesale nurseryman says that it is most important to do so.

Mr. Hogan said that the experience of nurserymen using collection agencies has generally been unsatisfactory. He suggested that the retailer make use of a public accountant a day or so each month to handle all accounts receivable and payable. He related that in a retail establishment a bad debt factor of 2 per cent is considered practical, while in a wholesale business one-half of 1 per cent is the margin.

Attracting Customers

A well-attended round table was that on "Attracting Customers," considering press, radio and advertising, moderated by Richard Wyman, Jr., Wyman's Framingham Nurseries, Framingham, Mass., and recorded by Robert Hillenmeyer, Hillenmeyer Nurseries, Lexington,

The surest, easiest way to protect your valuable ornamentals and florals from mites



KILL the MITES with ARAMITE!®

Year after year, destructive mites cause browning and withering of shrubbery, flowers and shade trees, requiring frequent trimming and pruning and eventual replacement. Now, with Aramite, you can protect the beauty of these ornamentals and avoid considerable labor and replacement costs. And today's safest, strongest mite-killer costs very little. Aramite gives outstanding control of European Red Mite, Spruce Mite, Two-Spotted Mite and most other mite species. Compatible with most insect and fungus-killing chemicals, with longer residual. Non-hazardous to humans and animals.

Order Aramite from your local supplier today. Write, wire or phone us if unable to locate immediate source of supply.



Naugatuck Chemical

Division of United States Rubber Company
Naugatuck, Connecticut

producers of seed protectants, fungicides, miticides, insecticides, growth retardants, herbicides: Spergon, Phygon, Aramite, Synklor, MH, Alanap, Duraset.



*Finest
Quality*

3½-in. Wired Labels
Plain—Painted—Printed
2½-in. Printed Wired Labels
Pointed Labels — all sizes
Field Labels—made to order
Write for prices and discounts.



*Immediate
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Printing available on all types and sizes of labels. You save by buying your labels with varieties already printed on them. You can also benefit by printing your name and address. Please write for prices.

THE BENJAMIN CHASE COMPANY

1867

DERRY VILLAGE, N. H.

1955

SNOW FENCE is IDEAL for

**WINDBREAKS
SHADING
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Two Types Now Available

Standard Snow Fence 45 to 48 per cent Shade
Special Snow Fence 55 to 58 per cent Shade

PROMPT SHIPMENTS

Write for specifications and prices to:

PHILIP HARTIGAN, Road Equipment and Supplies

P. O. Box 283

HONESDALE, PA.

**TORMEY'S
"NEW ERA"**

**HORTICULTURAL SHREDDER
P. O. Box 428, TEMPLE CITY, CALIF.**

HERE'S WHAT'S BEING SAID ABOUT THE "NEW ERA" . . .

We are very pleased with the machine—it has saved many man-hours in our soil and compost mixing. The machine is a little work-horse.

Sincerely, Robt. N. Fritz, Owner
Chino Greenhouses, Chino, Calif.

Ky. The methods of attracting customers divided into two main categories, sales and promotion. The most common method, use of special sales, is the easiest, but it is not always the most effective. This is strictly a price operation and attracts bargain hunters; it does not build up good customers. Such a plan also encourages potential customers to wait for special sales. Sales create a problem in that service is still expected and it is difficult to eliminate delivery, replacement, etc. To prevent dissatisfaction on the part of a customer who purchases material the day before a sale, advance notice of the sale should be given. Another problem is that landscape customers want to enjoy the sale price; therefore it is best to tell them the sale is on a special lot of stock, and the advertisement should state that the sale is at the store only.

The second method of attracting customers is through promotion. This is more effective, but it requires more ingenuity and preparation. There are a number of methods of promotion, said Mr. Wyman, in-

cluding contests, giveaways through registering for free merchandise or free coffee and doughnuts. Clinics held on the nursery grounds are another method of promotion. Clinics are difficult to start, but are effective and will improve gradually. They have the value of getting people to the nursery.

Lectures to garden clubs and other groups are valuable, but can be time-consuming, and the number of talks delivered per year should perhaps be limited. Giving something free with every purchase is another method of promotion, as is having special days, such as a rose festival or one for bulbs, iris, etc.

Special attractions, such as reindeer or a Nativity scene at Christmas, rabbits at Easter or other animals the year around, attract customers to the nursery. The nurseryman should make certain that his place has an attractive appearance and colorful plantings.

The media available for attracting customers include radio, television, newspaper and direct mail. Radio programs are effective for some but

You can't beat the Band

NEW CYPRESS PLANTBANDS

- ★ WON'T STEAL YOUR SOIL NITROGEN.
- ★ LAST SEVERAL TIMES LONGER THAN OTHER VENEER BANDS.
- ★ MAKE POSSIBLE FASTER EASIER PLANTING.
- ★ MAKE THE PLANTING SEASON LAST A LOT LONGER.

WRITE FOR FREE PLANTBAND FOLDER

FORREST KEELING NURSERY ELDBERRY, MO.
MCLEAN BULB FARMS PUYALLUP, WASH.
APPALACHIAN NURSERIES WATNESSBORO, PA.

Aluminum Plant Tags

ALLEN TAGS

Write for sample and prices.

**ALLEN WEATHERPROOF TAG CO.
Box 451 SPRINGFIELD, O.**

not so good for others. The radio gives good results when a nurseryman can tie in with a garden program. Spot advertising is effective.

Television is good, but it is expensive in proportion to the viewers reached. Some nurserymen have used it effectively, but nurserymen

in general do not have the time to prepare a program or the money to hire professional help, which is most important. Nurserymen, said Mr. Wyman, should seek opportunities to appear as experts on shows sponsored by others.

When using newspaper advertising, nurserymen should strive for more white space in the advertisements and use illustrations. It is important to sell an idea, not just prices. Hedges should be sold as screening, and a shade tree should be sold to provide coolness, said Mr. Wyman. He suggested trying something clever and different in preparing the headline of the advertisements. An example of such an effort was an advertisement on bird-baths which had the headline "Nobody Loves a Dirty Bird."

Follow-up Sales

Most businesses have been built on follow-up sales, related Dan Gardiner, Boone Gardiner Nurseries, Louisville, Ky., moderator of the round-table discussion on "Retail Sales Follow-ups." Troy Bunch, Bunch Nurseries, Terre Haute, Ind., reported this session. The discussion was divided into three sections, the personal visit, use of the mail and telephone calls.

When making a personal visit, one should give the customer service. Discover anything that is wrong with your work or plant material yourself, rather than let the customer find it. Always call customers by name and later ask them about plants that you know grew well. Give the customer suggestions for care of the plants and keep his interests and personal problems in mind.

If it is possible, join beautification leagues or committees or judging teams and promote competitions in industrial plantings and maintenance. Keep a record of calls, advised Mr. Gardiner.

Using the Mail

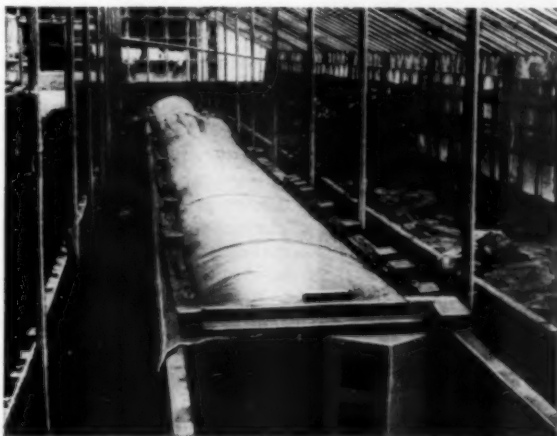
When using direct mail, it is important to have an attractive cover for the piece, he said. The mailing list can include names of old, as well as new customers, and there is the shot-gun method of using telephone directory names. One nurseryman reported that he found good results by addressing his mail to "The Occupant," instead of a particular person at an address, thus saving the expense of keeping the names up to date on a mailing list.

Attracting customers is a year-

Sterilizing Soils?

Do it BETTER with
Florist Green LARVACOVERS

(made from KOROSEAL vinyl plastic)



SOIL STERILIZATION, whether with steam or chemical fumigants, becomes easier, faster and more effective when the heat or fumes are confined with LARVACOVERS.

STRONGER MATERIAL

The new Florist Green LARVACOVERS are now made exclusively from heavy duty 8 mil B. F. Goodrich KOROSEAL vinyl plastic.

SUNLIGHT RESISTANCE

Special Florist Green pigmentation is used in LARVACOVERS to minimize deterioration from sunlight.

HIGH TEMPERATURE RESISTANCE EASIER HANDLING

The vinyl film used in LARVACOVERS is especially formulated to withstand the high temperatures experienced in steam sterilizing.

For greater ease in handling and resistance to tearing, LARVACOVERS have 2 inch hems at each end.

WORKMANSHIP

ALL LARVACOVER seams are true electronic, made by special high frequency equipment. Laboratory tests show these new type seams are 80% stronger than ordinary heat seams. All seams are unconditionally guaranteed against separation.

SIZES

Standard widths—6 feet (seamless), 6½ and 10 feet. Standard lengths—100 and 150 feet (latter in 6½ ft. width only). Other sizes made to order. Write for further information—now!



Larvacide Products, Inc.

117 Liberty Street

NEW YORK 6, N. Y.

WEST COAST — 1515 Third Street, San Francisco, California

Reliance

The recommended fertilizer for
AZALEAS and CAMELLIAS
Complete nourishment for acid-soil plants

Send for FREE BOOKLET—this authoritative guide on Azalea and Camellia culture mailed on request



THE RELIANCE FERTILIZER CO., SAVANNAH, GA.

WHAT'S THE SIZE OF YOUR OPERATION?



W-W GRINDER and SOIL SHREDDER SAVE TIME AND MONEY

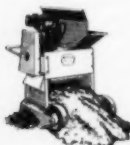
If you want to *grind* tough clods into potting soil or top dressing... *shred* or grind stalks, leaves, cuttings or tough organic matter for composting or mulch... or *screen* and *mix* soil, compost, or other fertilizer, *let one machine do it all.* A W-W Grinder and Soil Shredder will do just that, and separate trash from wanted material in the process. Designed with the versatility necessary for the profit-minded nurseryman and with the simplicity of operation required for the hobbyist, it is America's favorite.

GRINDS : SHREDS PULVERIZES : MIXES

Without Additional Attachments

MODEL 4-EV WITH DETACHABLE ELEVATOR

Grinder and elevator detach so each can be used separately. \$752.40, complete with two engines, FOB Wichita.



PORTABLE MODEL 2-XB

Gas or electric powered. \$124.50, less motor, belt guard; \$178 complete with 2-hp Briggs & Stratton engine. FOB Wichita.

Available in five models. Convenient terms usually can be arranged. Write for literature and name of dealer.

W-W GRINDER CORP.
DEPARTMENT F WICHITA, KANSAS

round job, said Mr. Wyman. Special promotions should be made in off-seasons to increase year-round sales. The main competition comes from other industries and not from fellow nurserymen, he remarked. Nurserymen, he said, tend to sit back; they should be more aggressive. He advocated taking genuine interest in customers, offering information, printed instructions, etc. There is no substitute for quality and service; a satisfied customer is the nurseryman's best advertisement, he said.

Stuffers can be used with statements when using mail for retail sales follow-ups. Thank-you letters, Christmas greetings, anniversary letters for plantings done by a firm and letters giving advice on what can be done at certain seasons are all means of following up sales through the mail.

When using the telephone to follow up sales, information can be given to the customer. If there will be a delay in delivery, the telephone should be used to let the customer know. Nurserymen should have a check list of related items by the telephone, so when a prospective customer telephones he can be sold more than one item.

The round table concluded that it is difficult to find proper personnel for this type of work.

FLORIDA STATION CHANGES

Dr. J. R. Beckenbach has been named director and Dr. R. W. Bledsoe associate director of the University of Florida agricultural experiment station, Gainesville, the promotions becoming effective July 1. Dr. Beckenbach was advanced from the position of associate director, which he had held for the past five years. He joined the station staff in 1937 as associate truck horticulturist at the Everglades station, Belle Glade, and in 1939 became horticulturist in charge of the vegetable crops laboratory at Bradenton. He was named associate director of the station May 1, 1950.

Dr. Bledsoe, who was assistant director the past year, was first associated with the station in 1943, leaving after two years for a 2-year period with the New York state agricultural experiment station at Cornell University. He returned to the Florida station as agronomist November 1, 1947, and became assistant director June 1, 1954.

NEWELL'S NURSERY, formerly located at Detroit, Mich., is now established at Vista, Cal., R. F. D. 2, Box 688.

ACTIONS SPEAK LOUDER

Insist on the GENUINE REDHEAD CAN SHEAR

It cuts ALL cans



- CLEANLY
- SWIFTLY
- SAFELY
- It's ALL-steel, zinc-plated.
- Its blade is heat-treated Carbon Spring.
- Its face plate is reversible, hardened.
- Has adjustable tension.

Nursery Prices:
1 or 2—Each \$6.75
3 for \$17.50—6 for \$30.36
12 for \$54.00

F. O. B. Berkeley, Calif.
Pkg. wt. ea. unit 4 1/2 lbs.
The Redhead has been imitated!
Look for this "Handy-Man" label
It guarantees the REDHEAD only!
(We don't repair the imitations.)



Be sure of getting the genuine—buy Ayer-Line from our authorized jobbers. See advertisement in March 1 issue for name of your nearest supplier—he can save you freight and time.

Ayer-Line INDUSTRIES, INC.
709 Jones St. BERKELEY 10, CALIF.

Rare Plant Lovers.



Providing the answer to the perplexing problem of proper irrigation and humidification for rare plants, the Pacific Western

MIST - SPRAYS (fog nozzles)

are applicable to both outdoor and indoor installations. With its enveloping, health-giving mist, it becomes valuable in the propagation and culture of **begonias, rhododendrons, azaleas, cinerarias, orchids, etc.**

Operates on water pressure alone. Complete with strainer and adapter to fit 1/2-in. pipe. Only \$2.95 each plus postage (15c on 1, 10c ea. on 2 or more).

Write today for further particulars.

PACIFIC WESTERN ENG'R CO.
Sales Office: 5120 N. Agnes, TEMPLE CITY, CAL.

GOODRICH BUDDING STRIPS

Do not get "caught short." Budding time is here.

Order now and make sure your Budding Strips are on hand when you need them.

Also headquarters for A. A. West-coast and X. X. Superior Raffia. Can make immediate shipment.

THOMAS B. MEEHAN CO., Inc.
DRESHER, PA.

Ohio Chapter National Shade Tree Conference Makes Tour

By L. C. Chadwick

Approximately 100 members and guests of the Ohio chapter of the National Shade Tree Conference attended a successful summer meeting June 29 at the Kingwood center, Mansfield; the D. D. Quinn Nursery, Ashland, and several private places. As usual, the summer meeting was in the form of a tour, with only a short business and discussion period being held.

The group assembled at the Kingwood center at 9:30 a. m., registered and then were split into small groups for tours through the grounds and buildings of the center. Ray Allen, director of the center, was in charge of the tours and was ably assisted by members of his staff. The Kingwood center is the result of a philanthropic trust created under the will of the late Charles Kelley King, to provide for cultural, educational and recreational activities.

Much development is under way in the 47 acres of gardens. A wooded area is being preserved for wild flowers and bird life, and collections of plants and formal gardens are being established or redeveloped. Special displays of major garden flowers provide seasonal interest. An outstanding collection of bulbs attracted many visitors during the spring. Iris, roses and annuals provide interest during the late spring and summer, and hardy mums will attract many visitors in the fall.

The Kingwood center library contains many books and magazines on gardening. Kingwood hall provided a convenient meeting place for the group for a short business meeting and discussion period after the tour. Questions centered around pest control and plant growth primarily.

At noon, the group was served a fine lunch, prepared and served by Mrs. D. D. Quinn.

Tour

During the afternoon, a tour was arranged and conducted by D. D. Quinn, general chairman of the summer meeting. The tour consisted of brief stops at about eight private places, with some time spent at the Black estate and the Meyers

MONARCH FOGGERS FOR MIST PROPAGATION

less water!

less trouble!

no clogging!

FOGGER CAPACITIES					Recommended Location
Gallons per hour					
Orifice Number	Pounds Pressure				
	20	25	40	100	
1.9	..	1.0	1.3	1.9	Inside
6.4	3.0	3.1	4.1	6.4	Outside



Actual installation of Monarch Foggers in propagation cutting bed. Foggers spaced 3 feet apart, 5 to 6 feet above bed.

- Keeps beds moist without excessive water.
- Uses as little as one gal. per hour.
- Saves labor, speeds production.
- Equipped with fine mesh screen. Mineral deposits will not clog orifice.
- Operates on regular water pressure of 25 lbs. or more.
- 1/8-in., 1/4-in. or 3/8-in. pipe thread.

\$ 75
each
postpaid
with check

ELECTRONIC CONTROLS AVAILABLE

Dealer inquiries invited. Send coupon today.

W. A. WESTGATE, P. O. Box 445, Davis, Calif.

Monarch Spray Equipment

☐ Please ship

☐ Please send more information

Quantity..... Orifice No..... Size fitting.....

NAME.....

ADDRESS.....

CITY..... State.....

☐ Check enclosed, ship postpaid.

☐ Ship C.O.D.

How to Increase Your Profits Through MODERN LANDSCAPING

Landscaping has a new look! Bring yourself up to 1955 in a field that has completely changed since World War II. Keep ahead of your nursery clients and make big profits. Norman A. Morris, internationally known landscape architect, specialist in home grounds design and plantings, will personally direct your home study training. Portions of our course now used in over 30 major colleges and universities throughout the United States. Many leading nurserymen take our course and buy it for their employees. Send for New FREE Catalog, "Modern Landscaping."

NATIONAL LANDSCAPE INSTITUTE

The Modern Landscape School

310 S. Robertson Blvd. Dept. N-85 LOS ANGELES 48, CALIF.



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AMERICA'S FINEST
RUBBER BRAND
Aprons
Tying Straps
Clothing
Spray Butte
Working Pads
Footwear
Gloves
Sponge Rubber
Balls
More

GET OUR CATALOG AND PRICE SHEET
BROADWAY RUBBER MFG. CO. LOUISVILLE 2, KY.

CHRISTMAS DECORATIONS

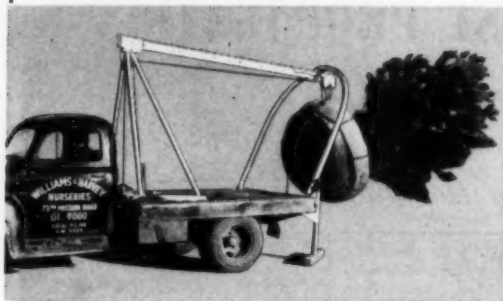
Evergreen garlands, wreaths, sprays, nativity scenes, etc.
We deliver direct with our trucks.

APPALACHIAN EVERGREEN CO.

Since 1900

BOONE, N. C.

NEW TREE MOVER



**Williams &
Harvey Nurseries
ANNOUNCE
This New,
Improved
Big Tree
Mover**

- New Lighter Weight
- Simpler to Operate
- Two Sizes, 6 Ft. and 7 Ft.
- Quickly Demountable
- New Lower Costs

This perfected new tree mover fits any standard truck. Ready now.

For specifications write at once.

Six-foot mover (as pictured) complete with power winch and all needed pickup parts, **\$1,575.00** F.O.B. Kansas City, Mo.

WILLIAMS & HARVEY NURSERIES

P. O. Box 8822

Kansas City, Mo.



SKINNER



**gentle penetrating rain
it means money to you**

FORGET THE WEATHER—full profit yields are assured when your plants and flowers can have a shower at the turn of a valve.

Skinner overhead lines give uniform, efficient distribution of water on growing plant areas at lowest possible cost. Nozzles are made for every type of application. Write today for complete catalog on Overhead Irrigation which shows many profitable usages and layout plans.

The SKINNER IRRIGATION Co.
250 Water St., Troy, Ohio

Pioneers and leader in irrigation for nearly half a century

**Photographic Plate Books
For Nurserymen
Tell us your needs.**

B. F. CONIGISKY CO.
119 Wyoming St. PEORIA 6, ILL.

SHADE for GROWING—or HOLDING?

There is a
**NORRIS SHADE FENCE
AVAILABLE**



NORRIS FENCE CO.
LUFKIN, TEX.



Mfrs.
Shade—Garden and
Flower Border Fence.

DOMESTIC BURLAP SQUARES

	Per 1000
24x24 ins.	\$37.50
24x28 ins.	47.50
32x32 ins.	57.50

HARRY STOLLER & CO.
30-40 Maple St. CHELSEA 50, MASS.

estate. Fine specimens of plants and well-designed gardens were noted at several of the stops. An informal patio garden, designed and planted by Mr. Quinn, was especially worthy of note for its simplicity of design, good choice of plant material and livable atmosphere.

The group spent approximately an hour at the nursery of Dan Quinn, looking over the lath houses, tools and equipment and specimen plants growing in his nursery and salesyard. The tour terminated at approximately 5 o'clock, everyone having enjoyed the splendid weather and educational tour. L. C. C.

ILLINOIS FAIR PROJECT

At a meeting of the board of directors of the Illinois State Nurserymen's Association held at Bensenville, June 30, it was decided that the group would again this year sponsor an exhibit at the Illinois state fair, Miles Bryant, Princeton, secretary, has announced. Elmer Spencer, Springfield, and Henry Lohse, Dixon, were appointed as the committee in charge of the project.

PROPAGATION

[Continued from page 17]

This is not the place to discuss the pros and cons of such a mixture, but I wanted to mention it to show that the John Innes mixture is by no means the last word on the question of a suitable potting medium.

Immediately after being banded or potted, the plants are set out in plunging beds, which are edged with either concrete blocks or railroad ties. These latter are excellent substitutes for the concrete blocks and certainly are much less expensive. Immediately after the plants are set into the plunging beds they are covered with a lath shade to provide a 50 per cent shade covering, and as rapidly as is necessary, irrigation is used to maintain an even condition of adequate soil moisture. The revolving jets which are normally used on the portable lines for field irrigation tend to apply a rather heavy dose of water in large droplets, and this can destroy the surface tilth of the soil and tend to produce a seal by breaking down the structure of the surface soil particles. Different jet heads are available to provide a good supply of water, well broken up so it is deposited as a fine spray rather than a heavy stream. Irrigation is constant as dictated by the weather, but we endeavor to irrigate somewhat more

WATCH PROFITS ^{and plants} GROW WITH THE NEW

A Strong Flexible Hose for Row Crop Irrigation



Farmers, nurserymen, orchardmen and cattlemen—growers everywhere—are prospects for this new type of irrigation hose. Made of woven glass cloth impregnated with vinyl plastic,

RO-FLO irrigation hose is a best seller in the fast-growing field of irrigation. It's a completely new product that can increase your sales as well as the nurseryman's yield.

INQUIRE TODAY ABOUT HANDLING RO-FLO IN YOUR COMMUNITY

Check These Important Sales Points:

WILL NOT DECAY

NONABSORPTIVE

NO STRETCH OR SHRINKAGE

HIGH TENSILE STRENGTH

LIGHT IN WEIGHT

EASILY REPAIRED WITHOUT HEAT

THE CARLISLE CORP.

MOBILE PLASTICS DIVISION

Telegraph Rd.

MOBILE, ALA.

frequently than is normal on most nurseries.

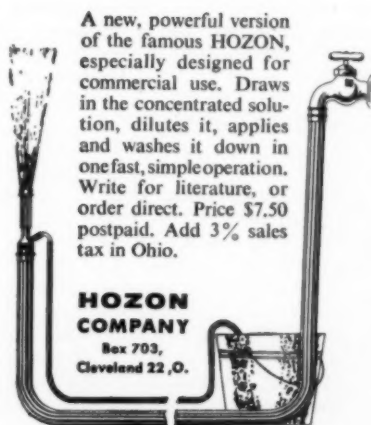
Feeding

Whatever material is used for potting or banding the rooted cuttings, it should contain sufficient immediately available plant food to enable the young plant to become readily re-established with a new root system. This will require a proper balance of soil nutrients, none in excess, but equally none lacking. This is, in my opinion, one of the great values of the John Innes mixture, because it does provide a modest general level of nutrients in a balanced mixture. In most soils there is no lack of phosphates and potash, particularly if a proper amount of base fertilizer has been added to the potting soil before use. The limiting factor usually is available nitrogen, and this can affect the plants so rapidly and to such a degree that before we are fully aware of the reduction in growth a considerable loss of growth has resulted.

We can often have a most happy and immediate effect upon the continued development of the plants by modestly topping up the available nitrogen with frequent light dressings of some organic and readily available nitrogenous fertilizer. We have found that animal tankage con-

New! HOZON Spray Fast

For Fast, Easy, Accurate
Application of
Soluble Chemicals



A new, powerful version of the famous HOZON, especially designed for commercial use. Draws in the concentrated solution, dilutes it, applies and washes it down in one fast, simple operation. Write for literature, or order direct. Price \$7.50 postpaid. Add 3% sales tax in Ohio.

**HOZON
COMPANY**

Box 703,
Cleveland 22, O.

BARTLETT TREE TOOLS

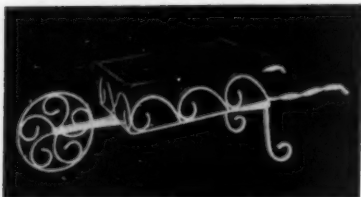


Write for prices of TREE PAINT and ask for our complete catalog, No. 35.



BARTLETT MFG. CO.
3058 E GRAND BLVD.
DETROIT, MICH.

LAWN and GARDEN Creations by WOLFCREST



WHEELBARROW PLANTER

An entirely new creation with beautiful white wrought-iron chassis and red or green metal box. It can be wheeled. The all-metal box can be lifted out. Very simple assembly with only three bolts.



THE TRIPOD

Here is a really and truly showy piece in black twisted wrought iron. The simple but ingenious chain arrangement makes it possible to hold any size flower pot or tub. Rubber tipped for firm grip on hard surfaces.



LAWN Bird Bath FLOWERED Bird Bath *

The bowl is an especially developed gritty porcelain enamel finish — rustproof — slip-proof.

EASY TO STOCK

Packed one to a carton — only 3 inches thick. FULL PROFIT is yours . . . you need not anticipate breakage!

* FREE DISPLAY STAND

with initial order for six. NOW is the time to stock up for this profitable business. Consult your jobber or write to:

WOLFCREST PRODUCTS

JOHNSON AND WOZNIAK ROADS
MICHIGAN CITY, INDIANA

taining approximately 8 per cent nitrogen is an excellent material for this purpose. It is not readily available in all parts of the country, but is used to a great extent in the east, particularly for azaleas and rhododendrons. A first-class substitute, which is now coming on the market, is feather tankage, which contains 12 to 13 per cent nitrogen, and therefore a lighter dressing will be needed to apply the same amount of nitrogen.

Our newly potted or banded plants receive no top-dressing for some months, but once they are well rooted and established in their containers, then a test is made of the soil, and if the nitrogen content is slightly low, a light dressing of tankage is applied and immediately watered in. We have tested the application of this tankage on evergreen plants, such as taxus and junipers, at all times of the year with particular reference to late summer and early fall applications in relation to the successful overwintering of the young plants. We have not found that these dressings are in any way harmful, and this is to a certain extent contrary to the accepted nursery practice of withholding such top-dressings from, say, August 1 in order to allow the plants to harden up in readiness for the coming winter. Conversely, we have found that taxus, in particular, responds readily to a late summer or early fall dressing of tankage.

The Second Year

I am pursuing the question of top-dressing through the second growing season, although it has to be considered in conjunction with a second most important procedure, namely, trimming, but we shall come to that shortly.

As winter draws on at the end of the first growing season, our single shades are reinforced with another set to provide a heavier winter coverage and to protect the plants against winter burning. This is necessary in Illinois, but might not be essential in other parts of the country. We cover the aisles with additional shades, which are placed across from bed to bed, and a double shade is placed on top of the beds, so that the plants are restricted probably to about 25 per cent of the available light. Under these conditions they come through the winter well indeed, and I was amazed to see a batch of cuttings rooted late last summer and banded in late August come through the winter well. These plants had hardly had time to make new roots in the bands after potting and were

NOW . . . A SPECIAL Taubman BLACK INDELIBLE MARKING PEN

TO MARK
WOOD LABELS
AND TAGS

MODEL #329 N

6 1/2
INCHES
LONG **39¢**
Fed. Tax included

- Disposable . . . No refills
- Quick drying
- Fade proof • Run proof
- Not affected by rain, snow, insects, soil bacteria

INQUIRIES
FROM WHOLESALERS INVITED

SEND YOUR
TRIAL ORDER
FOR ONE
DOZEN PENS
TODAY

FOR QUICKLY
IDENTIFYING
TREES, SHRUBS,
PLANTS

SAMUEL TAUBMAN & CO.

1 WEST 34TH ST., DEPT. N, NEW YORK 1, N. Y.

EDCO IRON

The new chelated organic iron Recommended for Chlorosis of Azaleas, Gardenias, Citrus, Roses and similar plants.

1 or 2-lb. bags \$2.00 per lb.
10-lb. drums 1.50 per lb.
50 or 100-lb. drums, \$1.10 per lb., delivered.

Usually applied at rate of 1/2 to 1 oz. per 100 sq. ft.

DIRECTIONS ON LABEL

EDCO CORP.

ELKTON, MD.

BORERS ? ? ?

Don't feed them — use
Crystal's **BORER
REPELLENT**

Dogwood and many other ornamental trees should be protected from borer damage. Nonpoisonous. Simply brush it on as directed.

30-gal. drum . . . \$36.00 5-gal. drum . . . \$7.00
All prices F.O.B. Philadelphia, Pa.

CRYSTAL SOAP & CHEM. CO., Inc.
6300 State Road, Philadelphia 35, Pa., Dept. AN.

Ideal Garden Gadgets . . .
Sell them in '55
Enjoy added profits.
Send for folder today.
LANSGING SPECIALTIES MFG. CO.
Dept. AN55, 910 Clark Rd., LANSING 17, MICH.

as immature and lacking in an established root system as they could well be. Yet under these heavily protected conditions, in the open field plunging beds, they came through without any loss whatsoever.

The next spring we are not in too much of a hurry to remove these heavy additional shades, but usually wait until sometime in April before removing the shades from the aisles. The double shades on top of the beds are usually not removed until we believe that all danger of frost has passed, which is about May 15 in our locality. At this time, the double shades are removed and the beds immediately top-dressed with a dressing of tankage. This is not particularly heavy. It is applied by hand, and on a bed about 5x170 feet we put about 20 pounds of tankage. This is as light as you can apply by hand and see where you have put it on. Immediate irrigation follows should natural rainfall not do so, for we want the nitrogen to be available to the young plants, which will at this time be making active root growth, although little or no top growth will be visible yet. Were it not for the fact that our plunging beds are covered with shades over the aisles as well as the beds, I would like to put the dressing on sometime in February when the ground is perhaps still frozen. Then as the soil thawed out, the additional nitrogen would be carried down to the roots and would be there as soon as the plants could use it. In terms of top-dressing, one or two further doses of tankage may be added through the second season, as the condition of the plants may indicate and as soil tests might suggest. A regular system of soil testing is essential to determine accurately what the plants may need in terms of additional plant food.

Trimming

We must now go back to the beginning of the first year to consider another aspect of the work involved in producing a first-class liner, and that is the trimming of the young plant. This is, of course, directly associated with the type of plant, the vigor of its growth and the speed with which it may develop, and this speed of development is in turn connected with the top-dressing and feeding of the plant which we have just discussed. This is the interrelationship which I mentioned between feeding and trimming. The two go hand in hand, and the ultimate result of proper control of both feeding and trimming should be to produce a vigorous well-grown, bushy

Packages
for every
need!



More nurseries use Premier because Premier does more for nurseries

Nurseries that try Premier keep on using it, because Premier improves plants, production and profits.

A BETTER SOIL CONDITIONER—Premier does a good job on all soils—even clay soils. It makes the soil friable, porous and loam-like—gives roots more room to spread out—maintains the right ratio between air and moisture. And Premier supplies the organic material that all soils need.

Premier Peat Moss Corp., 535 Fifth Avenue, New York 17, N. Y.

A BIG HELP ALL YEAR—Premier Peat Moss can be used for mulching, transplanting, seedbeds, lining out and many other uses that make it a valuable material all year.

A PROFITABLE RESALE ITEM—Home gardeners get better results when you sell them Premier Peat Moss—and that means steady resales! Display Premier's attractive, eye-catching bags, cartons, bales—packages in every size for gardens of every size!

Send for prices and details on Premier's complete line of dealer helps.

PREMIER
Peat Moss

*The Natural
Organic
Soil Conditioner*

LEONARD NURSERY SPADES

8 Different Patterns

NURSERY PINNING NAILS

Both 6D and 7D Sizes

RUBBER BUDDING STRIPS

10 Sizes—Budding Knives of All Kinds

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Established 1885

Contact . . .
ROUGH BROS. for
"on the spot Greenhouse
Service"

MEND-O-LASTIC

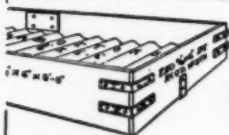


The modern putty
 in the form of
 "Tape and Rope."
 Actual size—
 12 1/2 ft. to a roll,
\$1.25

GREENHOUSE WHITE PAINT



Per gal. [5 or more]... **\$ 4.85**
 1-gal. cans **5.20**
 5-gal. cans **24.25**



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BENCHES

DURABLE — LONG LIFE — ELIM-
INATES FUNGUS GROWTH —
WILL NOT CRACK WHEN
STERILIZING.

Let us give you a quotation.

Greenhouses
BUILT TO FIT
YOUR NEEDS

Write—wire or phone
 for complete informa-
 tion on Rough Bros.
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 ANY STYLE—ANY SIZE



STEAM-FLO Soil Sterilizer

MANUFACTURED
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FILL OUT COUPON

- Send me quotation on Benches
 Send me information on Greenhouses
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Name.....

Address.....

City..... State.....

young plant which is a small but exact replica of the larger B&B material that we wish to produce in the field.

When we get to discuss trimming of nursery stock, it seems that this becomes almost a personal question because every grower has his own idea of how a plant should be trimmed and most ideas differ one from another. Trimming should, in my opinion, be a continuous operation and should be applied immediately the need is seen. Ideally any piece cut from a plant from the time the cutting is rooted until it is a fully grown B&B specimen should not be longer than one inch. Now I realize that that is an impossible standard to maintain on any nursery, but it is well to have such an ideal clearly in mind so that we can strive to attain methods as close to this ideal as possible.

I like to apply a trimming as early as the moment the cutting is made and inserted into the bench. This, I believe, is the first time that the cutting should be vigorously trimmed. By trimming cuttings at the time they are made, we are preparing the cutting for growth in the proper direction immediately after rooting and under conditions where it would be difficult for us to apply individual trimming and direction of the growth which will most certainly be made in the benches once a new root system has been established. This same close control of subsequent development follows the cutting right on through the next two years. At the time the cuttings are lifted, and inserted into bands, a further light trimming may be given. Once the cuttings are well established in the bands and some modest top growth is made, trimming is carried out again, and month by month the beds are combed over regularly to catch those shoots which were not properly cut at the previous trimming. This is important because it is almost impossible on most plants, particularly evergreens such as taxus, to be certain that every shoot has been properly trimmed at any one time.

As the young plants begin to take hold of the soil in the plant bands, the top growth will increase in vigor, and frequency of trimming will also have to increase to keep pace with it. In the second season, growth will be even more vigorous, and it is wise to run through the beds as early as possible in the fall after growth has ceased and just before the plants are covered for the winter, to insure that the plants are trimmed so as to direct the first surge of spring growth in the desired manner. The result of

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this careful and steady trimming of the plants through two full growing seasons will be to lay the foundation of a really well-formed and vigorous branch system, which must inevitably form a good foundation for an equally well-finished B&B plant in the field some years later.

N.L.N.A. LANDSCAPE TOUR

Approximately 100 A. A. N. members departed from the Royal York hotel on Sunday, July 10, for the landscape tour of the National Landscape Nurserymen's Association. Three buses conveyed the group to several private residences, a memorial garden, an industrial plant and the sales station and new head offices and display gardens of Sheridan Nursery, Ltd.

The first stop was at the residence of H. B. Dunnington-Grubb, a landscape architect in Toronto and principal owner of Sheridan Nurseries, Ltd. There the nurseryman saw a remodeled coach house with a walled-in garden. The walls are made mainly of concrete blocks stained with Kemiko. There is no grass, and the walk and terraces are made of Chromestone paving. There is a variety of interesting broad-leaved evergreens and creepers with an attractive *Pyracantha Kasan* hedge. Unusual is a *forsythia* trained against the wall and wired so that it resembles a vine. Most attractive in the garden are plantings of *Potentilla farreri*.

Next door was the residence of Ralph Day, which had a saucer-shaped lawn and a balustraded overlook terrace. It is an original 3-story house which was renovated in 1953.

Nearby was the residence of C. F. Wood, one of the early contemporary houses in Canada. It has a highly developed architectural garden with a fountain and statuary. Sandstone paving winds throughout and surrounds small rose gardens and other plantings. All of the beds are attractively outlined with Korean boxwood.

Next visited was the residence of Bruce Wilson, which is a study of interesting levels. The nurserymen walked down steps onto a terrace, which is attractively landscaped and has a large built-in barbecue, and then ascended stairs to a higher terrace just off the living room picture window.

The sales space of Sheridan Nurseries, Ltd., on Yonge street, proved to be most interesting. The nurserymen observed parkways attractively outlined with Korean boxwood hedges and containing specimen

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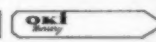
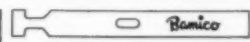
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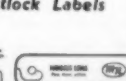
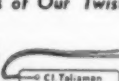
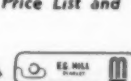


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plants, all labeled. Inside a trellised area are walks of Chromestone, which outlined additional sample plantings and also sample hedge-rows, the latter including red-leaved barberry, Japanese yew, Korean boxwood, alpine currant, bridal wreath, Chinese elm, mock orange, golden privet and Sheridan red barberry, in addition to several varieties of privet. At the rear there is a building containing various garden supplies.

The next stop was the Alexander Muir Memorial Gardens. The gardens originally had been constructed in 1933 at another site, but had to be moved in 1951 to make room for the subway switching yards. The garden contains attractive rose plantings and a terrace wall with an inscription showing that the gardens were dedicated to Alexander Muir, who wrote the national song, "The Maple Leaf Forever." Edwin Kay was the landscape architect.

The gardens of Basil Tippet were next visited. In constructing his garden, Mr. Tippet wished to provide a water setting for a large cast-iron Mercury statue. The statue is mounted in a free-form pool, backed by a stone terrace and a Poylrein fence. Green lights are trained on the statue from various locations in the garden, and several blue flood lights light up the Poylrein fence at night. The rest of the garden is attractively planted with evergreens, annuals and perennials.

A quick stop was made at the York Mills shopping center, which was landscaped by Woodland Nurseries, Toronto. The planted parking areas add charm to the slant-roof shopping center.

After a long ride, the group examined the beautifully landscaped grounds of the Ford plant, Oakville, Ont. The job was handled by contract in the fall of 1953 and the winter of 1954, to meet elaborate plans and specifications. A difficult soil was encountered, as there is shale close to the surface. Large evergreens treated with Wilt-Pruf were moved late in the fall and winter with little loss. Several fine specimens of dwarf Alberta spruce were seen. Ten acres of well-kept lawn surround the factory.

The last stop on the tour was at the head office and display gardens of Sheridan Nurseries, Ltd., on Queen Elizabeth way. The building is an attractive structure, being of red brick on the outside with wood-paneled rooms inside. A circular brick wall goes back to the sales-yard containing sample hedge and

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other plantings, with a packing shed next door. An attractive terrace surrounds a small building with large glass-paneled windows which contains garden supplies.

At the nurseries the group received refreshments and were welcomed by Mr. Dunnington-Grubb; J. V. Stensson, the general manager of the firm, and A. E. Brown, vice-president of Sheridan Nurseries, Ltd.

DUTCH ELM DISEASE DATA

A new edition of a file reference book, "Mist Spraying and Dutch Elm Disease Control," prepared by the Oliver Corp., Chicago, includes the most recent data on the title subject, a major addition being an article by Richard Campana, pathologist of the Illinois Natural History Survey, Urbana, which appeared early this year in the American Nurseryman. The binder enclosed collection of articles, some illustrated, in loose-leaf form cover the chief investigations that have been carried on relative to the Dutch elm disease, with some reference to phloem necrosis on elms as well. Added is information on the company's spraying equipment. Copies of the book can be obtained



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GORDON McCURDY, McCurdy Bros. Nurseries, Manton, Mich., has announced the purchase of 120

acres near Mesick, Mich. Work of laying out the irrigation system will start soon and the soil improvement program will begin at once. The firm also operates a nursery at Wellston. Much of the firm's plantings is for Christmas trees.

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OBITUARY

Frank Roy Edinger

Frank Roy Edinger, 74, founder of the Kendon Nursery, Easton, Pa., died at his home June 3. He had been active in the business with his sons, Kenneth and Clark Donald, for whom the company was named, until he became ill June 14.

Born in South Easton in 1880, as a youth he assisted his father in local tree trimming work. Later he was a machinist for the Lehigh Valley railroad for 20 years. In 1907 he started to buy and sell nursery stock in his spare time and later grew both vegetables and fruit, which he sold with the aid of his sons. In 1919 he purchased the land which is now the rear of the Kendon Nursery, on Freemansburg road, and later built three greenhouses on the property.

Mr. Edinger was a member of the Wilson borough school board for 12 years, being president for two years. His first wife, Ruth, died in 1933. Surviving, beside his sons, who reside in Wilson, are his widow, Sadie; two stepsons, and one brother.

Dr. Ernest R. Sasscer

Dr. Ernest Ralph Sasscer, former director of the United States Department of Agriculture division of foreign plant quarantine, died July 7. He was 72 and had been a government entomologist for 49 years, during which time he received international honors. He was awarded the distinguished service citation from the Department of Agriculture in 1953. Since his retirement in 1952 he had made his home at Kensington, Md.

Richard Beck

Richard Beck, who had operated the Beck Nursery, Akron, O., until his retirement two years ago, died June 14 at the age of 70. A native of Germany, Mr. Beck had lived in Akron for 53 years. He is survived by his widow, Freda.

John Raduka

John Raduka, 56, well-known Milwaukee, Wis., landscape gardener, died June 23 after a short illness. He operated the John Raduka & Son firm at 8870 North Port Washington road, having founded the business in 1921. His son, John A., Jr., became a member of the firm after his return from service several years ago. Mr. Raduka was a member of the Master Landscape Gardeners' Asso-

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ciation. Besides his son, he is survived by his widow, Mary; three daughters, his parents and one sister.
D. A. K.

C. E. Neilkirk

C. E. Neilkirk, president of the Hagerstown Nursery Co., Hagerstown, Md., died recently at the age of 78. He had been associated with the nursery business for more than 45 years.

BIRCH LEAF MINER

Heavy infestation of birch trees by larvae of the birch leaf-mining sawfly is the reason for the nearly complete browning of new foliage on many birches. This sawfly has been a major pest of gray birch, white birch and paper birch since its introduction from Europe more than 30 years ago. While the damage caused by this pest is spectacular, the birch leaf-miner attack is not likely to kill the tree.

Research by John C. Schread, of the Connecticut agricultural experiment station, shows that malathion, applied as a spray, has given complete control of the first and most destructive birch leaf-miner brood. This is the infestation responsible for the damage so apparent after sawfly activity in May.

Malathion sprays applied about the last week in June should effectively control the second brood. This spray may be followed, if necessary, by a second application 10 days to two weeks after the first. Application of 57 per cent malathion emulsion at the rate of one to two teaspoons in one gallon of water should give effective control, according to Mr. Schread.

The birch leaf-mining sawfly is black, easy to see at work in the sunlight on newly developing leaves. The sawfly lays its eggs in the leaf tissue, well protected by apparently intact leaf surfaces. The larvae are greenish and about three-eighths inch long when grown. They feed inside the leaf.

INDIANAPOLIS ELECTION

New officers of the Indianapolis Landscape Association are president, K. M. Jenkins, Jenkins Evergreen Nursery; vice-president, George Fiel; secretary, M. J. Bareither, New Augusta Nursery, and treasurer, Ray Taylor.

ROBERT JACKSON, who has been engaged in landscape work at Lebanon, O., is entering the nursery business.



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NORTH JERSEY TOUR

The North Jersey Metropolitan Association of Nurserymen made its summer tour this year to Cornell University, Ithaca, N. Y., July 6 and 7. The trip was made in an air-conditioned bus, with Hans Hess as chairman.

At the university, Dr. A. M. S. Pridham and Charles Hess kept the visitors on a busy schedule. The first inspection stop was to note storage of ornamental cuttings. Charles Hess discussed the program, explaining that taking cuttings early in the fall, rooting them in December and placing them in a deep freezer makes available greenhouse space for a second crop of cuttings or for grafting. If a second crop of cuttings is to be rooted, then it is best to gather all the cuttings at one time (both the first and second crop) and store the second (unrooted) crop until the first crop is ready to be removed from the bench. Then the two crops are switched; the rooted cuttings go into storage and the unrooted cuttings are stuck in the bench.

Storage temperatures range from 25 to 45 degrees Fahrenheit, with the best temperature about 38 degrees. The cuttings are stored bare root in polyethylene bags. Both crops of cuttings are planted in beds at the same time in the spring.

Visits were then made to the Bailey hortorium, where the group was greeted by Prof. Hal Moore, and to the Albert R. Mann library.

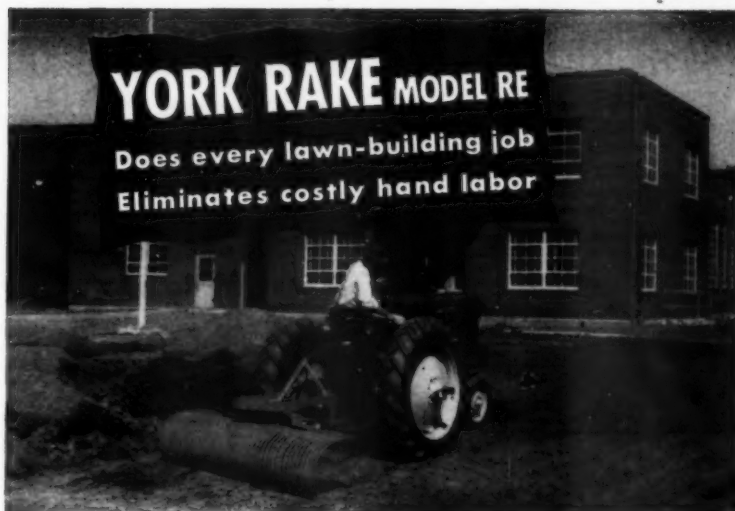
Landscape Inspection

Next the party examined landscaping, Ithaca style, visiting two moderately priced homes, accompanied by Prof. Charles Cares. After returning to Willard Straight hall for registration, the group enjoyed a chicken barbecue and inspected the test gardens.

Thursday morning, a brief tour of the Cornell campus was made en route to the greenhouses, where tests to learn the effects of day length and temperature on the growth of woody plants were explained by Sidney Waxman. Low-voltage heating experiments were next described by Hans Peterson. With this system, the electricity does not leak out into the soil.

Mist Experiments

Prof. R. C. Andreason discussed the use of mist on established roses, constant water benches and soil mixtures. He stated that the same reasons for starting roses in midsummer apply to cutting roses back in the summer rather than during the profitable spring season. Faster



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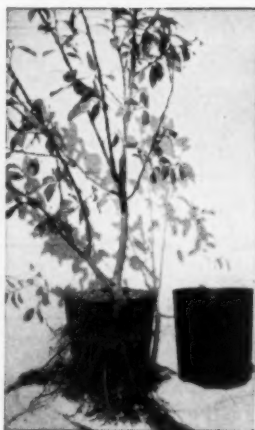
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The MENNEPOT is easy to handle, economical to use. The extremely light weight makes shipping costs negligible.

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The unique side-drainage feature in the MENNEPOT makes waterlogging impossible while standing in the salesyard.

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Size 4 Top ... 8 1/2 ins. Bottom...7 1/2 ins. High ... 5 ins. P.A.N. Weight per 100 Regular 30 lbs., Heavy 70 Regular Weight Price 100...\$5.00 1000...\$47.50 Heavy Weight Price 100...\$6.25 1000...\$60.00	Size #5 Top ... 12 ins. Bottom...10 ins. High ... 12 ins. I.G. POT Weight per 100 250 lbs. 20...30 ea. 100...\$27.50 500...\$125. 1000...\$225. *Special for extra-heavy trees and large shrubs.	500 of a size takes 1000 rate in sizes 0-1-2-3-4. Regular-weight pots packed 100 and 200 per carton in sizes 1-2-3-4. Size 0, 250 only. Heavy pots are packed 250 per carton in size 0; 100 per carton in size 1; 50 per carton in sizes 2, 3 and 4 and 20 per carton in size 5. NO BROKEN CARTONS.	

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breaking, better growth and the advantage of the spring crop are obtained by the combination of a delayed cutback and the use of mist. Constant water benches provide a steady water supply level by means of a float valve, thus eliminating hand watering. Professor Andreason pointed out that soil, manure and large supplies of water can result in poor aeration, which in turn leads to decreased root growth and decreased production of blooms.

Charles Hess described an indoor mist system for propagation, explaining the difference between that system and propagation under double glass. Mr. Hess also explained the outdoor mist system for propagation and growing nursery stock in containers. The ability to propagate a wide range of plants in an outdoor mist system is a great help to nurserymen who do not have greenhouse facilities. In the test shown, the cuttings are rooted in soil and left in the bed over winter. The fact that the cuttings are not disturbed and are exposed to winter conditions allows them to harden up normally and to survive the winter. The cuttings can remain in the beds until after the spring rush and then are transplanted into beds. A soil-heating cable speeds rooting and provides a longer period for the cuttings to become established.

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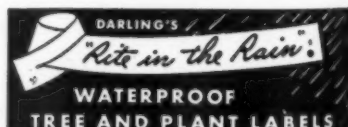
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dealing with the growing of nursery stock in containers. One is a study of mulches for winter protection, and the second involves the use of lightweight media for packing to reduce the expense of transportation.

Mist for watering roses and defoliation of roses were discussed by Dr. Pridham, who also conducted a tour of the nursery area. Dr. Pridham was master of ceremonies at a luncheon at Willard Straight Hall. Drs. MacDaniels, Post, Veagle and Carman also contributed to making the trip to Cornell University a success. W. H.

SPRAY COMPATIBILITY

[Continued from page 19]

dormant oil spray, a Bordeaux mixture, made of copper sulphate and hydrated lime, is commonly used. The fixed coppers and the newer fungicides known as dithiocarbamates may also be used with oils.

Dinitro Compounds

Dinitro compounds are yellow liquids or powders that will stain most materials with which they come in contact. Most of them are toxic to plant foliage. DN-289 and Elgetol 318 are always used alone and only when plants are completely dormant.



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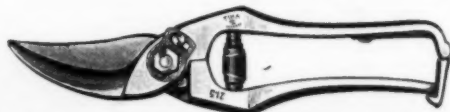
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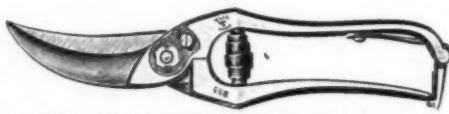
No. 851—8¼-in. double-cut, replaceable blades, Tina precision.



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Above are a few patterns of TINA precision pruning shears. For other patterns request new illustrated list.

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Krenite and Elgetol may be combined in small quantities with oil, but only for spraying plants that are completely dormant. These materials are used primarily for the control of aphids and mite eggs, but their use is decreasing because more convenient and effective materials are available. A liquid dinitro compound at a 1 per cent strength is sometimes recommended for the control of the oyster-shell scale. A combination of a dinitro compound and oil is also effective in control of the same scale. However, on lilacs the buds swell so early in the spring that it is often difficult to apply such a spray without causing injury. A summer spray of DDT and malathion is much safer and if timed properly is likely to be more effective.

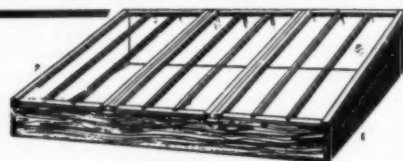
In cases where dinitro compounds would be used on trees or shrubs, a fungicide is seldom needed. However, it is probable that the dithiocarbamates could be combined with them safely.

Lead Arsenate

Twenty years ago inorganic insecticides were used primarily for the control of chewing insects. Such materials as Paris green, lead arsenate, calcium arsenate, sodium fluosilicate, varium fluosilicate and cryolite were commonly used. Today the only insecticide in this group that seems to warrant consideration in this paper is lead arsenate.

The value of lead arsenate as an insecticide was discovered in 1892. Its use in the United States gradually increased until DDT became avail-

ELECTRIC HOTBEDS



These Redicut Hotbeds are made of No. 1 Pecky Cypress full 1 in. thick. The back is 18 ins. high; the front is 12 ins. high; the ends slope (see drawing above). Easy to install. The sash will slide down or up for ventilation.

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Now you can grow plants all winter and root cuttings fast for a few cents a day with thermostatically controlled, invigorating, uniform heat so necessary for optimum growth. Lead-covered cable and automatic thermostat by General Electric. Satisfaction guaranteed. Heating units can be purchased separate for your present hotbeds. You will be amazed with results. Catalog No. 155 gives detail information.

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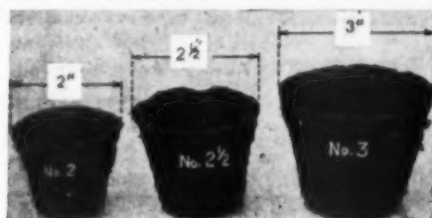
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Unit Prices

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No. 2½	100 for	2.75	250 for	5.00
No. 3	100 for	3.35	250 for	5.75
DEPT. STORE UNITS				
Stock No.	Box of	2—No. 3 Pots per unit	Carton of 48—15c Units	\$7.20
201	1 doz.	Size No.	Shipping Carton	Shipping Weight
251	1 doz.	2 -in.	25 doz. pots	20 lb.
301	1 doz.	2½ -in.	25 doz. pots	25 lb.
		3 -in.	25 doz. pots	35 lb.
				List Price
				50c doz.
				60c doz.
				75c doz.

ALLEN COMPANY

PITTSBURGH, N. J.

able. Approximately 40,000 tons were produced in this country in 1943, and it is still used widely. Lead arsenate has an advantage over many of the newer insecticides in that it does not kill many of the natural enemies of insect pests and mites.

The commercial lead arsenate that is commonly used today is slightly acid and is somewhat toxic to tender foliage. Hydrated lime may be used with lead arsenate to make it safer, but hydrated lime also tends to reduce the effectiveness of the lead arsenate in control of insects. Lead arsenate can be combined safely with all of the commonly used fungicides, as well as with the organic phosphate insecticides and most of the newer acaricides.

Chlorinated Hydrocarbons

The development of DDT during World War II showed that a synthetic organic compound could be superior to inorganic and natural products for many insecticidal purposes. This opened a new field of research. DDT, BHC and chlordane are three of the widely used chlorinated hydrocarbons, but the number of related compounds that may be devised by changing the structure or composition of the molecule is almost unlimited. Thousands of related com-

pounds have already been tested in control of insects. The new insecticides being developed today are nearly all synthetic organic materials.

DDT was first synthesized in 1874, but it was not recognized as an insecticide in this country until 1940. It is the most durable and permanent of the commonly used contact insecticides. Methoxychlor and TDE or Rothane are closely related to DDT. They can be used safely with most fungicides and insecticides except those that are highly alkaline. Hydrated lime tends to reduce their effectiveness.

Benzene hexachloride, or BHC, was also developed during World War II. It was discovered at about the same time in England and France.

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BHC has a persistent musty odor, and its characteristic of transmitting off flavor to fruits and vegetables has restricted its usefulness. BHC occurs in at least five forms, or isomers, but the gamma isomer is

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Slightly higher in Canada and Mexico.

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recognized as being the active insecticide. When the other isomers are eliminated, much of the objectionable odor is also eliminated without reducing the insecticidal value. Purified preparations which contain at least 99 per cent of the gamma isomer are known as lindane. BHC is compatible with most of the other organic insecticides and fungicides. Alkaline materials such as hydrated lime and Bordeaux mixture reduce its insecticidal action. BHC is somewhat more volatile than is DDT and does not remain effective for so long a period of time.

Chlordane

Chlordane, like BHC, is not compatible with hydrated lime or other basic materials. It reacts with many alkaline chemicals to form products not toxic to insects. However, it can be used with the dithiocarbamate, organic mercury and fixed copper fungicides; with the organic acaricides such as Ovotran, Aramite and Dimite, and with the organic phosphate insecticides.

Aldrin, dieldrin, endrin and heptachlor are all closely related and are perhaps the most stable of the insecticides now commonly in use. They differ from most other chlorinated hydrocarbons in that they are stable in the presence of alkaline materials. They can be used safely with practically all of the fungicides and insecticides now in use.

Toxaphene and strobane are similar materials. Both are approximately 67 per cent chlorine. Toxaphene is described as chlorinated terpene. Like chlordane and BHC they may lose some of their effectiveness as insecticides when combined with highly alkaline materials. Their compatibility with summer oils is also questionable. However, they can be used safely with the organic fungicides and insecticides.

Organic Phosphates

The development of organic phosphate insecticides resulted primarily from research work done in Germany before World War II. Information concerning them was not publicized until after the defeat of Germany. HETP, or hexaethyl tetraphosphate, was the first organic phosphate to become available, and it was soon learned that the killing agent in HETP was TEPP, or tetraethyl pyrophosphate.

TEPP hydrolyzes in water to produce solutions that are strongly acid. These are not toxic to insects but do corrode metals. The spray concentrates are sold primarily in glass bottles. When diluted with water in

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a spray tank, TEPP should be used at once. Otherwise, it may lose part of its effectiveness and it may cause corrosion in the sprayer.

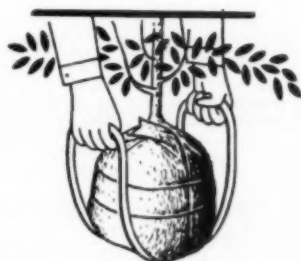
TEPP is extremely toxic to mammals and must be used with care. However, because of its rapid decomposition, it leaves no poisonous residue. It is not compatible with arsenicals, hydrated lime, nicotine, pyrethrum and rotenone, and its compatibility with the fixed copper and dithiocarbamate fungicides is questionable. It can be used with sulphur and the chlorinated hydrocarbon insecticides.

Parathion was also developed in Germany. It has proved effective in control of a wider variety of insects than any other insecticide known. However, it is extremely poisonous to mammals, and the hazards involved in applying it tend to limit its use.

Parathion is only slightly soluble in water, but is hydrolyzed in highly alkaline solutions and has a relatively short residual action. It is not compatible with hydrated lime and Bordeaux mixture, and its compatibility with the fixed copper and organic mercury fungicides is questionable. However, it can be used with the dithiocarbamate fungicides

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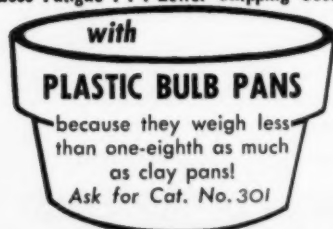
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and the chlorinated hydrocarbon insecticides.

Malathion was developed in the United States. Although it has been available commercially for a relatively short time, it is already widely used. Malathion is related to parathion, but is much less poisonous to mammals. In fact, tables published by the food and drug administration indicate that malathion is somewhat less poisonous to warm-blooded animals than is DDT or arsenate of lead.

The compatibility of malathion with other materials is much like that of parathion. It has been used with alkaline fungicides without noticeably reducing the initial kill of insects, but the residual toxicity may be reduced. Although malathion, parathion, demeton and EPN are generally compatible with the dithiocarbamate fungicides, recent work indicates that malathion is not compatible with ferbam, at least in dust form.

EPN 300 and demeton are organic phosphates that are only slightly less poisonous to mammals than is parathion. Demeton has the advantage of definite systemic action, particularly on herbaceous plants. However, neither material will control so wide a range of insects as do parathion and malathion. The compatibility of the two materials is much the same as that of parathion and malathion.

Organic Compounds

Nicotine occurs as an alkaloid in the leaves and stems of the tobacco plant. Free or uncombined nicotine is volatile and hazardous to handle. Consequently, nicotine is marketed primarily as 40 per cent nicotine sulphate, which is relatively non-volatile. In order to free the nicotine when nicotine sulphate is used as a spray, it is mixed with alkaline water, hydrated lime or soap. Such a spray needs to be used relatively soon after it is prepared. Nicotine sulphate can be used with most alkaline spray materials, but since it is usually used with lime or soap, its use with BHC, chlordane and TEPP is questionable.

Rotenone was first used as an insecticide in 1848, but it was used as a fish poison long before it was known as an insecticide. It is obtained from the roots of plants commonly known as derris and cube or timbo. The roots are now obtained primarily from South America. Before the second world war rotenone was imported in considerable quantities from Malaya and the East Indies.

Rotenone is oxidized in the pres-

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ence of alkali and is not compatible with lime, Bordeaux mixture or soaps. It is unstable in the presence of sunlight and oxygen, and for that reason the concentrate should not be left standing in open containers.

Origin of Pyrethrum

Pyrethrum originated as an insecticide in Asia about 1800. Its nature was kept secret, and the product was sold at high prices until about 1850. The insect-killing agents known as pyrethrins and cinerins are obtained from flowers. The harvesting of pyrethrum flowers is largely a matter of hand labor, and for that reason little pyrethrum is produced in this country. Prior to the second world war much of it was obtained from Japan, but recently it has been obtained largely from Africa and South America. Since 1949 a synthetic and closely related material known as allethrin has been developed in this country.

Like rotenone, pyrethrum is not compatible with hydrated lime, calcium arsenate, lime-sulphur or TEPP. The chief advantage of pyrethrum is its low toxicity to mammals. Consequently, it is commonly used as a household insecticide. Because pyrethrum deteriorates, it

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should not be stored for long periods and dilute sprays should be used soon after they have been prepared.

Acaricides

Of the insecticides previously discussed, lime-sulphur, sulphur and the organic phosphates—parathion, malathion, EPN, demeton and TEPP—are acaricides as well as insecticides. However, the body structure of mites is sufficiently different from that of insects that many acaricides have little insecticidal value. Three such acaricides that are commonly used are Aramite, Ovotran and Dimite. Ovotran combines safely with alkaline materials and can be used with all of the insecticides and fungicides that have been mentioned. Dimite, known also as DMC, is not easily manufactured and is relatively expensive. Although subject to decomposition by acids, it is stable in the presence of alkaline materials and is compatible with most insecticides and fungicides. Aramite should not be used with highly alkaline materials such as hydrated lime, and its compatibility with the organic mercury and fixed copper fungicides is questionable.

Fungicides

Like insecticides, the many commercial fungicides now on the market also can be considered in related groups. However, the compatibility of fungicides has been indicated in the discussion of insecticides and little more will be said about them.

The various types of sulphur are

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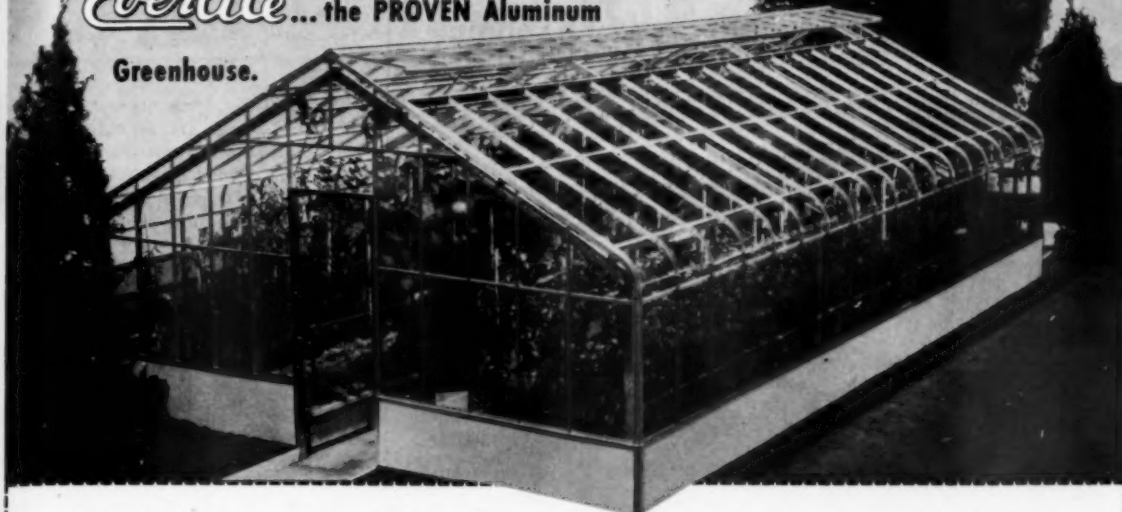
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weak insecticides as well as acaricides and have already been discussed.

The fixed copper fungicides are related to Bordeaux mixture, but have an advantage in that they are obtained ready for use. Some of the commercial brands of fixed coppers are Tribasic, Basi-Cop, Spray-Cop, Copper-A, Copper Oxychloride Sulphate, etc. They are not particularly alkaline, as is Bordeaux mixture, but they are frequently used with hydrated lime, which limits the insecticides that can be used with them.

The organic mercuries include Puratized, Coromerc, Phix, Tag, etc. They can be used with most insecticides except those highly alkaline, but they are poisonous and must be handled carefully whenever they are applied.

The dithiocarbamates include dithane, manzate, parzate, ferbam, nabam, ziram and zineb. These are widely used and relatively safe on most plants. They can be used with most of the new insecticides, such as chlorinated hydrocarbons and the organic phosphates, but, as indicated previously, the compatibility of ferbam and malathion is questionable. The dithiocarbamates are not compatible with hydrated lime

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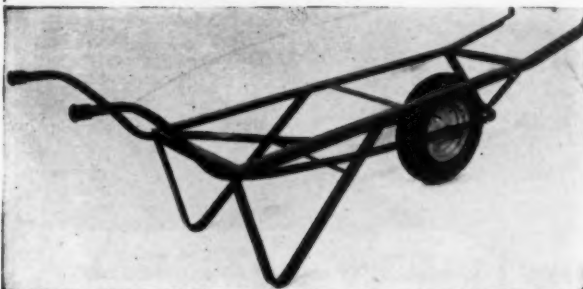
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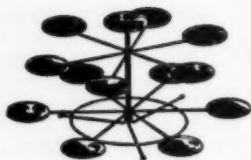
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nor other highly alkaline materials.

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Conclusions

It must be remembered that insects and mites are animals. Materials used to kill them are necessarily poisons and must be handled accordingly. A few pesticides commonly used are extremely toxic to mammals and one who uses them must know they are hazardous. Information concerning the precautions that must be followed in order to handle them safely should be obtained by carefully reading the label.

A wettable powder that can be used safely and effectively in a spray tank with another wettable powder may not always be compatible when used as an emulsion concentrate. Phygon, for example, is not compatible with oils. When used with an emulsion concentrate that contains oil, it may cause injury, whereas it may be combined safely with the same insecticide in the form of a wettable powder.

Most soaps are alkaline and cannot be used with many of the newer insecticides. When a wetting agent is needed that is not alkaline, a detergent that is compatible must be used. Such information can usually be obtained from the label on the container.

A number of combinations that can be used together safely tend to lose their effectiveness in a relatively short time if permitted to stand in the spray tank. Materials such as TEPP and HETP deteriorate rapidly when mixed in water. Rotenone and pyrethrum deteriorate when exposed to the air. It is probable that a stable material such as aldrin, dieldrin or Ovotran could be diluted in a spray tank and safely left standing for a considerable length of time before using. As a general rule, however, a combination of materials should be used the day it is prepared or it should be discarded.

In order to summarize the available information in a form that could be used for reference, the table on page 19 was prepared to show commercial pesticides that may be used together in a spray tank. The list is not complete, but an attempt was made to include the insecticides and fungicides that might be used by commercial arborists.

JERRY ARNESON has started the Pine Cone Nursery at Coon Rapids, Minn.